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Maine Occupational Staffing Selected Nonmanufacturing Industries: Construction; Finance, Insurance, and Real Estate; and Services, Except Education and Hospitals Second Quarter 1993

Maine Department of Labor

Maine Division of Economic Analysis and Research

Maine Labor Market Information Services

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MAINE OCCUPATIONAL STAFFING

SELECTED NONMANUFACTURING INDUSTRIES
CONSTRUCTION
FINANCE, INSURANCE, AND REAL ESTATE
SERVICES, except Hospitals and Education

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Second Quarter 1993

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Maine Occupational Staffing

For

Selected Nonmanufacturing Industries

Construction

Finance, Insurance, and Real Estate

Services, Except Hospitals and Education

Data for Second Quarter 1993

A Publication Series Developed by the Programs and Operations
Research Branch, Michael A. Adams, Deputy Division Director

Issued December 1994

Augusta, Maine

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Preface

We wish to express our thanks to all the employers who supplied the necessary occupational employment data on which the estimates presented herein are based. This publication would not have been possible without their cooperation.

We also wish to express our thanks to the U.S. Bureau of Labor Statistics, both in Washington, D.C. and the regional level in Boston, Massachusetts, for their assistance in this federal-state cooperative effort.

The analysis and data tables in this publication were prepared by Wendy Nelson, Occupational Employment Statistics Program Manager. Her extensive knowledge of Maine occupations and industries, as well as her analytical skills, were instrumental in making this publication a reality. Special thanks also go to Brenda Evans, Kerry Tims, and Linda Smith for word processing support, and to David Gilbert for graphic support.

This publication describes selected Maine industries in terms of their occupational composition. It tells what occupations are found in each industry and the number of workers employed in each occupation. This type of data has many uses, both public and private. Employers use this data to compare their staffing to their industry. Vocational advisors in high schools, trade and technical colleges, universities, and government employment offices use this data to help place current job seekers and to advise those of the future. This data helps determine what skills would be needed to attract a new firm or industry into an area. The information also gives insight into what jobs might be lost should an industry experience massive reductions in employment. Also, this data forms the basis of the state's occupational employment projections program. The output of this program helps job training specialists and planners form economic development agencies to plan for the future.

For further information regarding this report, please call Wendy Nelson, Occupational Employment Statistics Program Manager, at (207) 287-2271.

*Raynold A. Fongemie, Director
Division of Economic Analysis and Research*

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Introduction

This publication is one of a continuing number of reports covering occupational employment for selected industries in Maine. The information in these reports relates to part of a comprehensive "labor market and occupational supply and demand information system" which is provided for by the Job Training Partnership Act of 1982 and reinforced by the Carl D. Perkins Vocational and Applied Technology Education Act Amendments of 1990. This federal legislation, coupled with the rapidly expanding public awareness of the need for more vocational training, have resulted in an unparalleled demand for current employment data and projections of future employment requirements by occupation.

The Occupational Employment Statistics (OES) Program supplies the occupational data leading to an "Occupational Supply and Demand Information System." The program is a federal-state endeavor involving all state employment security agencies throughout the nation, in conjunction with the U.S. Bureau of Labor Statistics. The OES program consists of two components: survey operations and industry-occupational matrices. The data from this program is then used in our occupational employment projections program.

The first part of the OES program consists primarily of collecting occupational employment data by industry through a survey questionnaire mailed to a sample of employers throughout the State. The sample data received is expanded using a system of weights, nonresponse adjustment factors, and benchmark factors to produce statewide staffing patterns for each industry. These staffing patterns can be applied to current or projected estimates of industrial employment to produce estimates of employment by occupation for the State or substate areas. This sample data is also submitted to the U.S. Bureau of Labor statistics for input into National occupational employment statistics, by industry.

This publication, a direct result of the survey phase of the OES program, contains the staffing patterns for selected nonmanufacturing industries. The actual employment data was collected for the week of the 12th of April, May, or June 1993 depending on the industrial classifications.

Other publications have already been developed covering nearly all wage and salary workers in Maine. A list of these can be found on page 109. Approximately one-third of the State's industries will be surveyed each year, so that the entire economy will be covered every three years. Using this cycle, employers are asked to provide occupational data only once every three years. This ensures that no part of the data base is over three years old, and that significant changes in the staffing patterns of industries can be identified early, as the trend develops.

The information obtained from these surveys is used in the second phase of the OES program to construct industry-occupation matrices covering all sectors of our economy. These matrices, in turn, provide the data base used to project future occupational needs in the state of Maine.

Wage Collection In OES

Along with occupational employment data, occupational wage data is now being collected through the Occupational Employment Statistics (OES) Program. This wage data is solicited for all occupations, from all sampled employers. The wages collected are not actual wages, but wage ranges. The ranges are broken down into 11 categories as follows:

Range	Hourly	Annual
A	Under \$5.00	Under \$10,400
B	\$5.00 - 6.49	10,400 - 13,519
C	\$6.50 - 8.99	\$13,520 - 18,719
D	\$9.00 - 11.99	\$18,720 - 24,959
E	\$12.00 - 15.99	\$24,960 - 33,279
F	\$16.00 - 19.99	\$33,280 - 41,599
G	\$20.00 - 24.99	\$41,600 - 51,999
H	\$25.00 - 34.99	\$52,000 - 72,799
I	\$35.00 - 44.99	\$72,800 - 93,599
J	\$45.00 - 59.99	\$93,600 - 124,799
K	\$60.00 and over	\$124,800 and over

The U.S. Bureau of Labor Statistics determined that even though the data had been collected by ranges only, the mean and median wage could be accurately calculated. For this publication, only the mean, or average, wage has been included. It should be noted that to produce this average hourly wage, it was assumed that full-time employees worked a 40-hour week. Also, it was requested during wage collection, that hourly, rather than annual, wages be reported for all part-time workers.

Wages collected represent straight-time wages (or earnings); that is, total earnings before payroll deductions, excluding premium pay for overtime and for work on weekends, holidays, and late shifts. Also excluded are performance bonuses and lump sum payment, as well as profit-sharing payments, attendance bonuses, holiday or year-end bonuses, and other nonproduction bonuses. Pay increases, but not bonuses, under cost-of-living allowance clauses, incentive payments (such as those resulting from piecework, production bonuses, and commissions), and longevity are included as part of the regular pay.

1993 Occupational Employment Statistics Survey
Selected Nonmanufacturing Industries
Universe, Sample, and Response Rate by Industry 1/

Standard Industrial Classification (SIC)	Universe 2/		Final Sample								Usable Response Rate 3/		Out of Business		Out of Scope 4/	
			Units		Employment		Usable Response									
	Units	Employment	Number 5/	Percent of Universe	Number	Percent of Universe	Units	Employment	Units	Employment	Units	Employment	Units	Employment		
10-14	8	113	8	100.0	72	63.7	4	23	50.0	31.9	-	-	-	-		
15	314	5,385	93	29.6	1,583	29.4	65	1,268	69.9	80.1	8	93	-	-		
16	103	4,251	52	50.5	3,485	82.0	35	2,691	67.3	77.2	5	93	1	108		
17	694	12,043	249	35.9	4,584	38.1	180	3,226	72.3	70.4	22	511	-	-		
60	318	8,909	52	16.4	4,741	53.2	45	4,318	86.5	91.1	-	-	-	-		
61	23	485	23	100.0	425	87.6	14	260	60.9	61.2	1	18	-	-		
62	30	583	30	100.0	510	87.5	25	472	83.3	92.6	-	-	-	-		
63	57	6,802	40	70.2	6,410	94.2	29	6,192	72.5	96.6	1	5	-	-		
64	207	3,550	67	32.4	1,504	42.4	54	1,227	80.6	81.6	-	-	-	-		
65	197	3,440	111	56.3	1,614	46.9	83	1,373	74.8	85.1	5	60	1	7		
67	10	192	10	100.0	129	67.2	8	117	80.0	90.7	-	-	-	-		
70	392	9,003	101	25.8	4,187	46.5	72	3,283	71.3	78.4	-	-	-	-		
72	261	4,054	146	55.9	2,040	50.3	117	1,733	80.1	85.0	1	5	-	-		
73	453	12,722	180	39.7	8,460	66.5	116	5,960	64.4	70.4	5	292	3	84		
75	247	3,639	136	55.1	1,748	48.0	103	1,357	75.7	77.6	6	40	-	-		
76	68	1,320	67	98.5	904	68.4	45	649	67.2	71.8	1	12	2	17		
78	100	1,211	98	98.0	942	77.8	72	643	37.5	68.3	2	27	-	-		
79	161	3,766	86	53.4	2,543	67.5	56	1,912	65.1	75.2	2	72	-	-		
80 except 806	978	26,125	174	17.8	7,524	28.8	140	6,121	80.5	81.4	5	105	-	-		
81	216	4,148	58	26.9	1,771	42.7	43	1,380	74.1	77.9	1	5	-	-		
83	499	10,507	146	29.3	5,800	55.2	115	4,984	78.8	85.9	1	13	-	-		
84	17	210	17	100.0	197	93.8	15	179	88.2	90.9	1	6	-	-		
86	186	3,463	107	57.5	2,225	64.3	84	1,894	78.5	85.1	2	11	-	-		
87	354	8,276	150	42.4	4,448	53.7	116	3,481	77.3	78.3	4	264	1	113		
89	8	117	8	100.0	70	59.8	5	50	62.5	71.4	-	-	-	-		
Total	5,901	134,314	2,209	37.4	67,916	50.6	1,641	54,793	74.3	80.7	76	1,632	8	329		
Adjusted Total 6/	5,817	132,353	2,125	36.5	65,955	49.8	1,641	54,793	77.2	83.1						

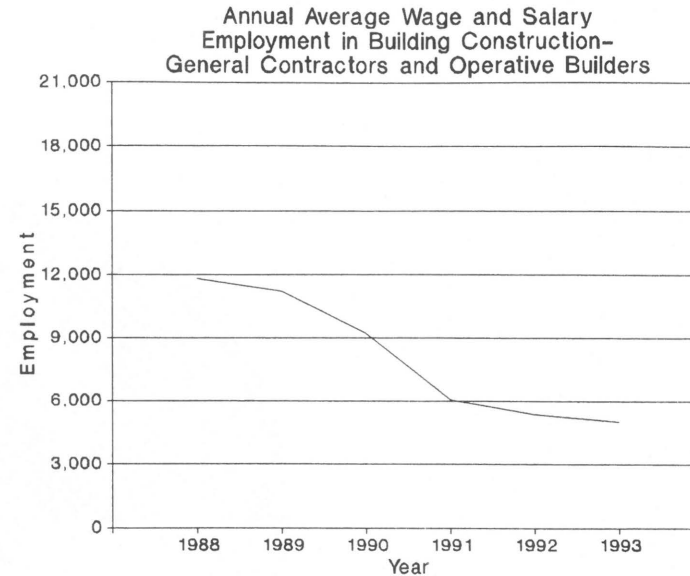
- 1/ All the data in this table are based on the sampling benchmark data (2nd quarter 1992) rather than the estimating benchmark data (2nd quarter 1993). The industries are defined by the 1987 *Standard Industrial Classification (SIC) Manual*.
- 2/ Data was obtained from the second quarter 1992 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law. The data has been adjusted to reflect any in scope industry classification code changes discovered during the course of the survey.
- 3/ The response rate is the usable response expressed as a percent of the sample.
- 4/ These units have changed their industry classification since sample selection and are no longer in the scope of this survey.
- 5/ This number of units reflects only those units employing five or more employees. Since the OES program does not survey any employer who employs less than five workers, these employers are not reflected in the "units" count in this table. However, their employees are included in the universe employment count. Therefore the situation arises, as with SICs 10-14, 61, 62, 67, 84, and 89, that 100 percent of the units were included in the sample, but less than 100.0 percent of the employment was included. The remaining employment was in units employing less than five workers, and thus not surveyed. Their employment, however, is reflected in the final occupational estimates.
- 6/ These totals have been adjusted by deleting any sample units and employment that were found to be out of business or out of scope during the course of the survey.

Building Construction - General Contractors and Operatives Builders—SIC 15

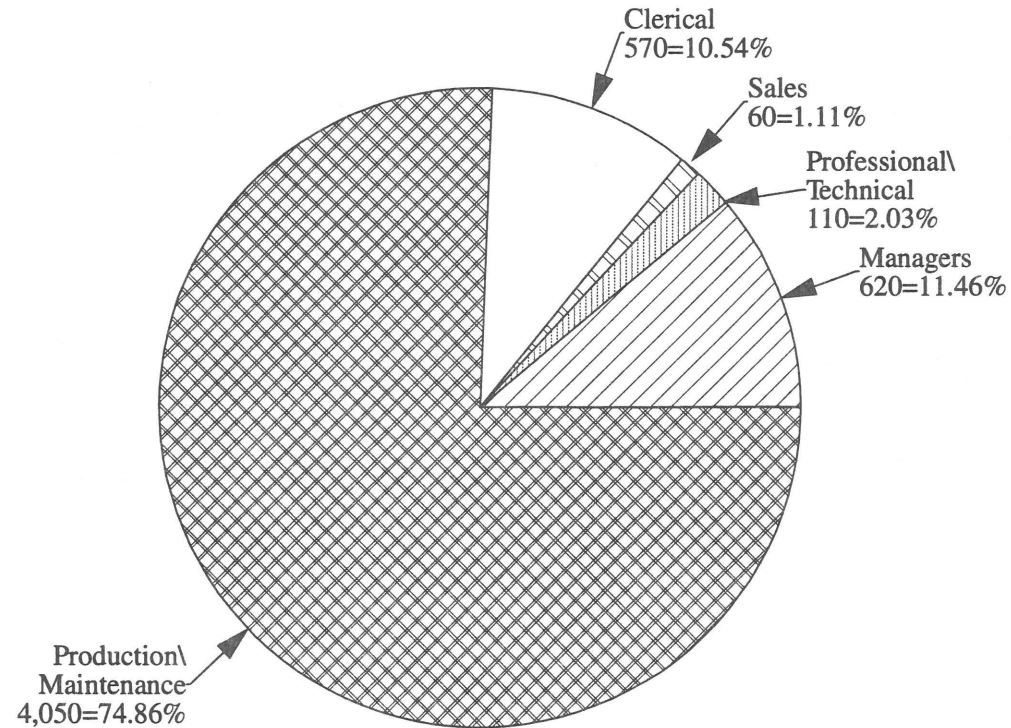
This major group includes general contractors and operative builders primarily engaged in the construction of residential, farm, industrial, commercial, or other buildings. General building contractors who combine a special trade with the contracting are included in this major group.

The annual average wage and salary employment in the building construction industry declined by 5,810 workers between 1988 and 1991, or 49.0 percent. Employment continued to decline through 1993, but at a much slower rate, losing another 990 workers, or 16.4 percent. This reflects a definite turn in the economy. During the four-year period of 1983 to 1987, this industry experienced sharp, steady growth averaging nearly 30 percent each year.

In 1993, total wages paid to employees in the building construction industry equaled \$108.8 million. The average annual wage per worker was \$21,408. This average wage was 2.5 percent lower than the \$21,954 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary
Employment by Major Occupational Categories
in Building Construction-
General Contractors and Operative Builders



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 15 GENERAL BUILDING CONTRACTORS

TOTAL NUMBER OF RESPONDENTS: 65

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
CARPENTERS.....871023	2,010	37.15	7.95	81.54
HELPERS, CARPENTERS.....983123	680	12.57	13.66	50.77
GENERAL MANAGERS & TOP EXECUTIVES.....190053	330	6.10	15.36	52.31
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	290	5.36	9.89	36.92
CONSTRUCTION MANAGERS.....150173	250	4.62	18.21	36.92
BOOKKEEPING, ACCOUNTING, AUDITING CLERKS.....553383	200	3.70	27.64	36.92
GENERAL OFFICE CLERKS.....553473	190	3.51	32.52	24.62
CABINETMAKERS & BENCH CARPENTERS.....893113	170	3.14	31.27	12.31
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	160	2.96	23.27	30.77
COST ESTIMATORS.....219023	80	1.48	27.58	13.85
TOTAL	4,360	80.59		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 15 GENERAL BUILDING CONTRACTORS

TOTAL NUMBER OF RESPONDENTS: 65

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
CARPENTERS.....871023	2,010	37.15	7.95	81.54
GENERAL MANAGERS & TOP EXECUTIVES.....190053	330	6.10	15.36	52.31
HELPERS, CARPENTERS.....983123	680	12.57	13.66	50.77
CONSTRUCTION MANAGERS.....150173	250	4.62	18.21	36.92
BOOKKEEPING, ACCOUNTING, AUDITING CLERKS.....553383	200	3.70	27.64	36.92
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	290	5.36	9.89	36.92
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	160	2.96	23.27	30.77
GENERAL OFFICE CLERKS.....553473	190	3.51	32.52	24.62
COST ESTIMATORS.....219023	80	1.48	27.58	13.85
CABINETMAKERS & BENCH CARPENTERS.....893113	170	3.14	31.27	12.31

MAINE

SIC 15 GENERAL BUILDING CONTRACTORS

BENCHMARK EMPLOYMENT: 5,420

TOTAL NUMBER OF RESPONDENTS:

65

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	5,410	100.00	N.A.	N.A.	\$11.80
MANAGERIAL & ADMINISTRATIVE.....100003	620	11.46	N.A.	N.A.	22.50
OTHER ADMINISTRATIVE MANAGERS.....130993	40	0.74	N.A.	N.A.	23.10
CONSTRUCTION MANAGERS.....150173	250	4.62	18.21	36.92	19.10
GENERAL MANAGERS & TOP EXECUTIVES.....190053	330	6.10	15.36	52.31	24.90
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	110	2.03	N.A.	N.A.	14.30
COST ESTIMATORS.....219023	80	1.48	27.58	13.85	13.20
ENGINEERS.....221003	10	0.18	N.A.	N.A.	17.80
ALL OTHER ENGINEERS.....221993	10	0.18	N.A.	N.A.	17.80
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	10	0.18	N.A.	N.A.	19.10
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	10	0.18	N.A.	N.A.	19.10
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.18	N.A.	N.A.	14.40
SALES & RELATED OCCUPATIONS.....400003	60	1.11	N.A.	N.A.	14.50
ALL OTHER SALES & RELATED.....499993	60	1.11	N.A.	N.A.	14.50
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	570	10.54	N.A.	N.A.	8.00
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	160	2.96	23.27	30.77	7.20
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	200	3.70	27.64	36.92	8.30
GENERAL OFFICE CLERKS.....553473	190	3.51	32.52	24.62	8.10
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	20	0.37	N.A.	N.A.	10.80
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	4,050	74.86	N.A.	N.A.	10.50
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	290	5.36	N.A.	N.A.	14.70
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	290	5.36	9.89	36.92	14.70
MECHANICS, INSTALLERS & REPAIRERS.....850003	140	2.59	N.A.	N.A.	11.10
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	140	2.59	N.A.	N.A.	11.10
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	2,420	44.73	N.A.	N.A.	10.60
CARPENTERS.....871023	2,010	37.15	7.95	81.54	10.60
OTHER MASONRY & RELATED.....873993	100	1.85	N.A.	N.A.	13.90
PLUMBERS, PIPEFITTERS & STEAMFITTERS.....875023	30	0.55	24.27	6.15	13.80
ALL OTHER CONSTRUCTION TRADES.....878993	110	2.03	N.A.	N.A.	9.40
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS.....879993	170	3.14	N.A.	N.A.	9.60
PRECISION WOODWORKERS.....893003	170	3.14	N.A.	N.A.	12.00

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 15 GENERAL BUILDING CONTRACTORS

BENCHMARK EMPLOYMENT: 5,420 TOTAL NUMBER OF RESPONDENTS:

65

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
CABINETMAKERS & BENCH CARPENTERS.....893113	170	3.14	31.27	12.31	\$12.00
OTHER HAND WORKERS, NEC.....939003	30	0.55	N.A.	N.A.	13.50
WELDERS & CUTTERS.....939143	30	0.55	10.36	4.62	13.50
MATERIAL MOVING EQUIPMENT OPERATORS.....979003	70	1.29	N.A.	N.A.	9.50
GRADER, DOZER & SCRAPER OPERATORS.....979383	50	0.92	33.80	9.23	8.00
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....979893	20	0.37	N.A.	N.A.	13.50
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	680	12.57	N.A.	N.A.	7.60
HELPERS, CARPENTERS.....983123	680	12.57	13.66	50.77	7.60
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	250	4.62	N.A.	N.A.	11.40

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

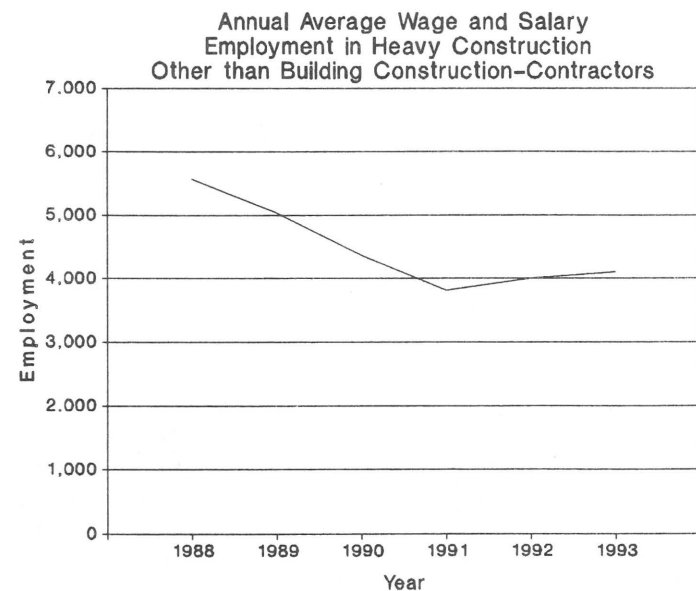
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Heavy Construction Other Than Building Construction - Contractors—SIC 16

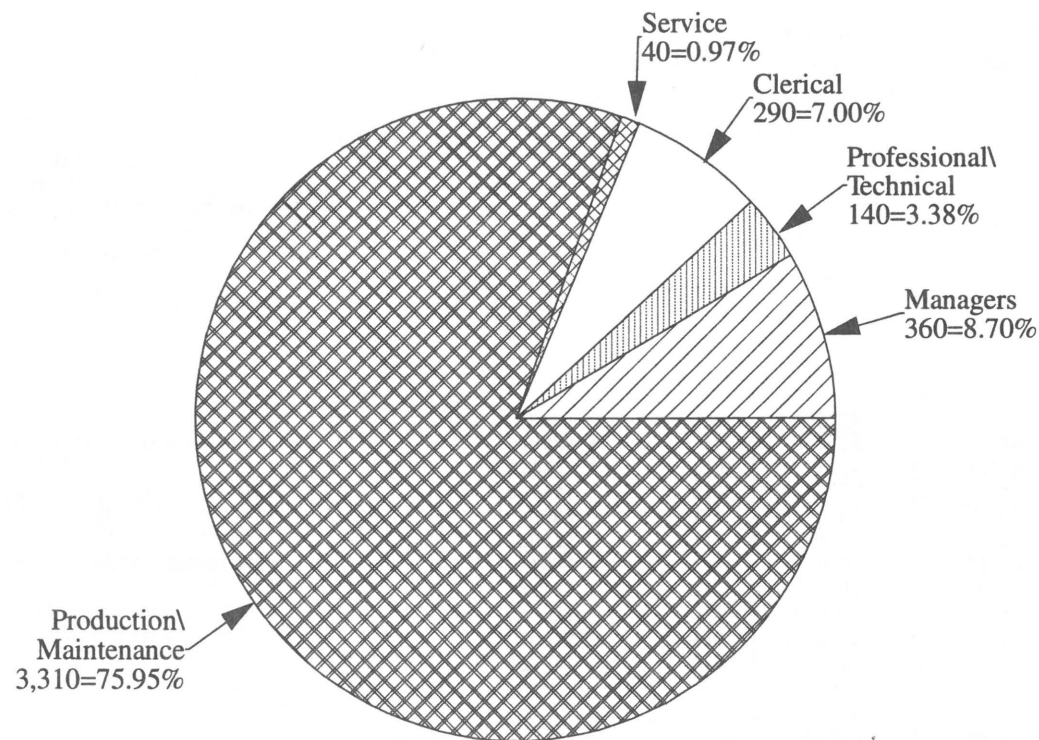
This major group includes general contractors primarily engaged in heavy construction other than building, such as highways and streets, bridges, sewers, railroads, irrigation and flood control projects and marine construction, and special trade contractors primarily engaged in activities of a type that are clearly specialized to such heavy construction and are not normally preformed on buildings or building-related projects. Specialized activities that are covered here include grading for highways and airport runways; guardrail construction; installation of highway signs; trenching; underwater rock removal; and asphalt and concrete construction of roads, highways, streets and public sidewalks.

The annual average wage and salary employment in the heavy construction industry declined sharply between 1988 and 1991, losing 1,750 workers, or 31.4 percent of its total employment. Between 1991 and 1993 employment did recover slightly, adding 280 workers, or 7.3 percent, climbing to 4,100 workers. This was still 26.4 percent below the 5,570 workers employed in this industry in 1988. This reflects the slowing economy as compared with the mid-1980s. During the four-year period of 1983 to 1987, this industry experienced steady employment growth averaging 15.2 percent each year.

In 1993, total wages paid to employees in the heavy construction industry equaled \$121.8 million. The average annual wage per worker was \$30,058. This average wage was 3.3 percent higher than the \$29,093 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Heavy Construction
Other than Building Construction-Contractors



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 16 HEAVY CONSTRUCTION CONTRACTORS

TOTAL NUMBER OF RESPONDENTS: 35

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	410	9.90	4.71	80.00
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	380	9.18	4.61	62.86
EXCAVATING & LOADING MACHINE OPERATORS.....979233	250	6.04	7.57	74.29
CARPENTERS.....871023	230	5.56	19.01	34.29
PAVING, SURFACING, TAMPING EQUIPMENT OPERATORS.....877083	210	5.07	13.00	34.29
CONSTRUCTION MANAGERS.....150173	150	3.62	9.18	51.43
GENERAL MANAGERS & TOP EXECUTIVES.....190053	120	2.90	21.86	65.71
MOBILE HEAVY EQUIPMENT MECHANICS, EXCEPT ENGINES.....853143	110	2.66	7.94	45.71
WELDERS & CUTTERS.....939143	110	2.66	3.59	25.71
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	90	2.17	16.19	40.00
TOTAL	2,060	49.76		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 16 HEAVY CONSTRUCTION CONTRACTORS

TOTAL NUMBER OF RESPONDENTS: 35

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	410	9.90	4.71	80.00
EXCAVATING & LOADING MACHINE OPERATORS.....979233	250	6.04	7.57	74.29
GENERAL MANAGERS & TOP EXECUTIVES.....190053	120	2.90	21.86	65.71
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	380	9.18	4.61	62.86
CONSTRUCTION MANAGERS.....150173	150	3.62	9.18	51.43
MOBILE HEAVY EQUIPMENT MECHANICS, EXCEPT ENGINES.....853143	110	2.66	7.94	45.71
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	50	1.21	17.55	42.86
GENERAL OFFICE CLERKS.....553473	60	1.45	16.27	42.86
COST ESTIMATORS.....219023	30	0.72	17.32	40.00
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	90	2.17	16.19	40.00

MAINE

SIC 16 HEAVY CONSTRUCTION CONTRACTORS

BENCHMARK EMPLOYMENT: 4,110

TOTAL NUMBER OF RESPONDENTS:

35

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	4,140	100.00	N.A.	N.A.	\$12.20
MANAGERIAL & ADMINISTRATIVE.....100003	360	8.70	N.A.	N.A.	23.90
FINANCIAL MANAGERS.....130023	40	0.97	33.79	37.14	24.90
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	10	0.24	0.00	11.43	23.10
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS.....130173	30	0.72	0.00	8.57	25.50
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.24	N.A.	N.A.	28.60
CONSTRUCTION MANAGERS.....150173	150	3.62	9.18	51.43	22.90
GENERAL MANAGERS & TOP EXECUTIVES.....190053	120	2.90	21.86	65.71	24.00
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	140	3.38	N.A.	N.A.	17.00
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	10	0.24	N.A.	N.A.	14.10
OTHER FINANCIAL SPECIALISTS.....211993	10	0.24	N.A.	N.A.	14.10
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS.....215113	10	0.24	0.00	8.57	14.70
COST ESTIMATORS.....219023	30	0.72	17.32	40.00	18.00
ALL OTHER MANAGEMENT SUPPORT.....219993	20	0.48	N.A.	N.A.	19.40
ENGINEERS.....221003	50	1.21	N.A.	N.A.	16.70
CIVIL ENGINEERS, INCLUDING TRAFFIC.....221213	30	0.72	8.16	20.00	16.40
SAFETY ENGINEERS, EXCEPT MINING.....221323	10	0.24	40.82	8.57	13.40
ALL OTHER ENGINEERS.....221993	10	0.24	N.A.	N.A.	19.30
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	10	0.24	N.A.	N.A.	15.10
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	10	0.24	N.A.	N.A.	15.10
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.24	N.A.	N.A.	17.50
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	290	7.00	N.A.	N.A.	9.70
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	90	2.17	16.19	40.00	12.40
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	50	1.21	17.55	42.86	7.40
RECEPTIONISTS & INFORMATION CLERKS.....553053	10	0.24	0.00	14.29	9.10
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	30	0.72	24.61	34.29	8.00
PAYROLL & TIMEKEEPING CLERKS.....553413	10	0.24	0.00	14.29	9.00
GENERAL OFFICE CLERKS.....553473	60	1.45	16.27	42.86	8.10
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	20	0.48	N.A.	N.A.	10.50
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	10	0.24	0.00	11.43	9.80
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	10	0.24	N.A.	N.A.	10.90
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	20	0.48	N.A.	N.A.	11.20
SERVICE OCCUPATIONS.....600003	40	0.97	N.A.	N.A.	6.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 16 HEAVY CONSTRUCTION CONTRACTORS

BENCHMARK EMPLOYMENT: 4,110

TOTAL NUMBER OF RESPONDENTS:

35

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
OTHER PROTECTIVE SERVICE.....630993	30	0.72	N.A.	N.A.	\$ 6.40
OTHER CLEANING & BUILDING SERVICE WORKERS.....670993	10	0.24	N.A.	N.A.	8.90
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	3,310	79.95	N.A.	N.A.	11.00
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	420	10.14	N.A.	N.A.	14.80
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	10	0.24	0.00	14.29	20.10
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	380	9.18	4.61	62.86	14.80
FIRST LINE SUPERVISORS, TRANSPORT/MOVING MACHINES.....810113	20	0.48	0.00	11.43	12.40
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN.....810993	10	0.24	N.A.	N.A.	12.00
MECHANICS, INSTALLERS & REPAIRERS.....850003	430	10.39	N.A.	N.A.	11.00
MILLWRIGHTS.....851233	80	1.93	12.89	14.29	14.40
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	40	0.97	17.38	17.14	9.00
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....853113	20	0.48	21.80	20.00	11.60
MOBILE HEAVY EQUIPMENT MECHANICS, EXCEPT ENGINES.....853143	110	2.66	7.94	45.71	11.20
OTHER ELECTRICAL/ELECTRONIC EQUIPMENT MECHANIC/INSTALL.....857993	170	4.11	N.A.	N.A.	9.60
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	10	0.24	N.A.	N.A.	12.40
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	880	21.26	N.A.	N.A.	11.00
CARPENTERS.....871023	230	5.56	19.01	34.29	12.00
BRICKMASONS.....873023	20	0.48	24.94	14.29	12.00
OTHER MASONRY & RELATED.....873993	30	0.72	N.A.	N.A.	10.10
OTHER PAINTING & REL WKRS.....874993	20	0.48	N.A.	N.A.	9.70
PIPELAYERS.....875083	40	0.97	43.48	17.14	9.90
OTHER PLUMBING & RELATED.....875993	10	0.24	N.A.	N.A.	15.00
AIR HAMMER OPERATORS.....877023	10	0.24	38.73	8.57	7.20
PAVING, SURFACING & TAMPING EQUIPMENT OPERATORS.....877083	210	5.07	13.00	34.29	9.30
ALL OTHER CONSTRUCTION TRADES.....878993	120	2.90	N.A.	N.A.	11.70
OTHER EXTRACTIVE WORKERS, EXCEPT HELPERS.....879893	70	1.69	N.A.	N.A.	12.90
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS.....879993	120	2.90	N.A.	N.A.	11.10
OTHER METAL/PLASTIC MACHINE SETTERS & OPERATORS.....921003	10	0.24	N.A.	N.A.	10.50
ALL OTHER MACHINE SETTERS, METAL/PLASTIC.....921973	10	0.24	N.A.	N.A.	10.50
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....929003	30	0.72	N.A.	N.A.	9.20
CRUSHING/GRINDING/MIXING/ BLENDING MACHINE OPERATORS.....929653	30	0.72	0.00	17.14	9.20
FABRICATORS & PRECISION ASSEMBLERS, METAL.....931003	60	1.45	N.A.	N.A.	14.00
OTHER PRECISION ASSEMBLERS.....931973	60	1.45	N.A.	N.A.	14.00
OTHER HAND WORKERS, NEC.....939003	140	3.38	N.A.	N.A.	11.60
WELDERS & CUTTERS.....939143	110	2.66	3.59	25.71	12.80
OTHER HAND WORKERS, NEC.....939993	30	0.72	N.A.	N.A.	6.60

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 16 HEAVY CONSTRUCTION CONTRACTORS

BENCHMARK EMPLOYMENT: 4,110 TOTAL NUMBER OF RESPONDENTS: 35

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
MOTOR VEHICLE OPERATORS.....971003	430	10.39	N.A.	N.A.	\$ 8.80
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	410	9.90	4.71	80.00	8.90
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	20	0.48	35.21	20.00	7.40
MATERIAL MOVING EQUIPMENT OPERATORS.....979003	460	11.11	N.A.	N.A.	11.70
EXCAVATING & LOADING MACHINE OPERATORS.....979233	250	6.04	7.57	74.29	11.20
GRADER, DOZER & SCRAPER OPERATORS.....979383	60	1.45	15.29	37.14	11.40
CRANE & TOWER OPERATORS.....979443	70	1.69	17.67	25.71	12.90
OPERATING ENGINEERS.....979563	80	1.93	4.97	11.43	12.60
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	440	10.63	N.A.	N.A.	8.40
HELPERS, CARPENTERS.....983123	60	1.45	40.42	14.29	7.90
HELPERS, OTHER CONSTRUCTION TRADES.....983193	100	2.42	N.A.	N.A.	8.30
OTHER CONSTRUCTION TRADES/ EXTRACTIVE WORKER HELPERS.....983993	40	0.97	N.A.	N.A.	9.40
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	240	5.80	N.A.	N.A.	8.50
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	10	0.24	N.A.	N.A.	10.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

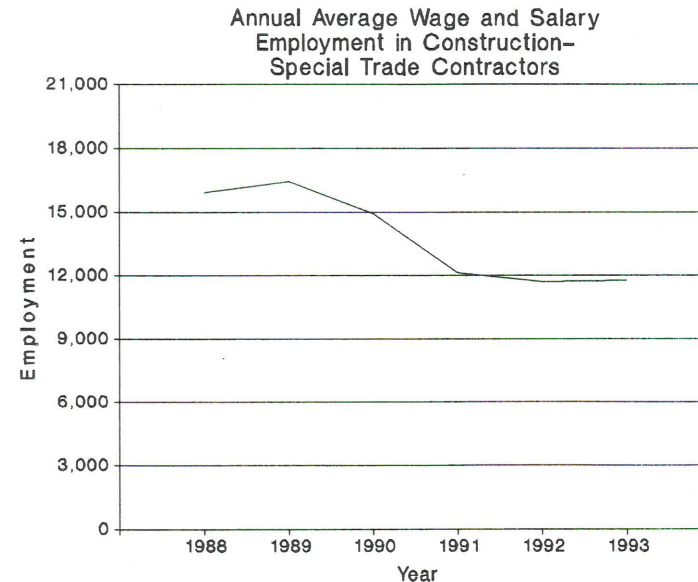
Construction - Special Trade Contractors—SIC 17

This major group includes special trade contractors who undertake specialized activities such as plumbing, painting, plastering, carpentry work, roofing, electrical work, heating, air-conditioning, etc. Special trade contractors may work on subcontract from the general contractor, performing only part of the work covered by the general contract, or they may work directly for the owner.

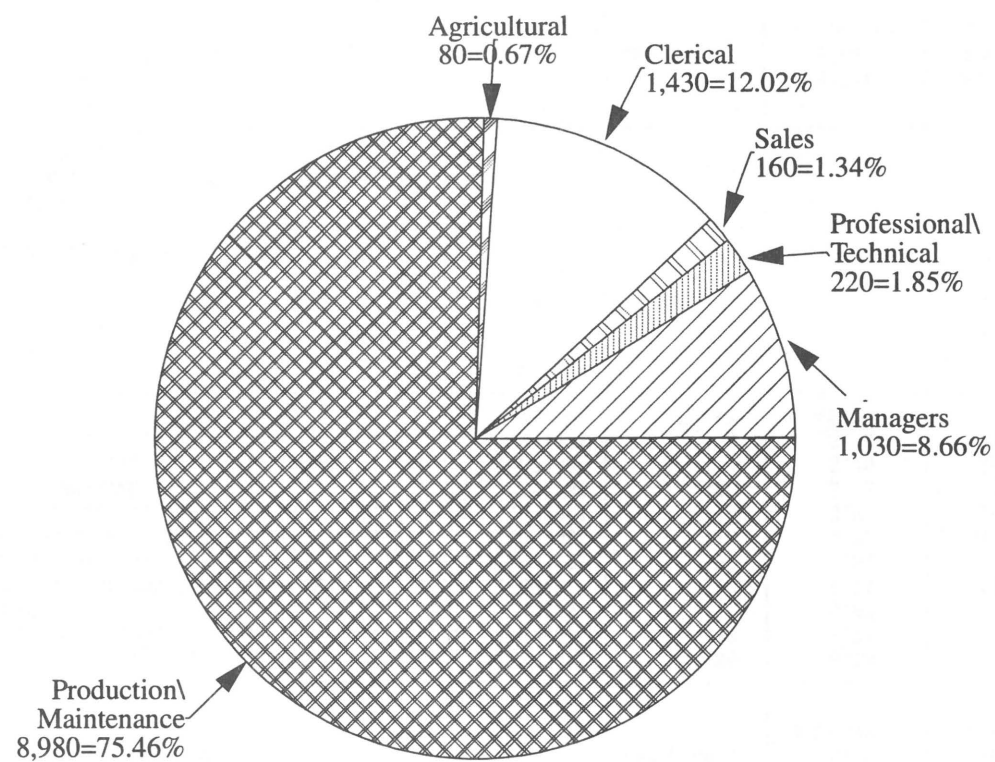
The annual average wage and salary employment in the special trade contractors industry increased slightly, by 3.2 percent, adding 510 workers between 1988 and 1989. But between 1989 and 1991, employment dropped significantly, 26.2 percent, losing 4,310 workers. Between 1991 and 1993 employment continued to decline slightly, ending with 11,790 workers, far below the 15,950 workers employed in this industry at the beginning of this five-year period. This reflects the general turn in the economy. During the five-year period, 1982 to 1987, employment had shown sharp steady growth, increasing by a total of 82 percent, or 16 percent annually.

In 1993, total wages paid to employees in the special trade contractors industry equaled \$256.7 million. The average annual wage per worker was \$21,738. This average wage was 0.8 percent higher than the

\$21,565 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Construction-
Special Trade Contractors



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 17 SPECIAL TRADE CONTRACTORS

TOTAL NUMBER OF RESPONDENTS: 180

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
ELECTRICIANS.....872023	750	6.30	13.59	12.22
PLUMBERS, PIPEFITTERS STEAMFITTERS.....875023	680	5.71	14.03	16.67
GENERAL MANAGERS & TO EXECUTIVES.....190053	670	5.63	10.78	50.56
PAINTERS & PAPERHANGERS CONSTRUCTION & MAINTENANCE.....874023	560	4.71	11.21	6.11
TRUCK DRIVERS, HEAV OR TRACTOR TRAILER.....971023	550	4.62	14.87	22.22
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	520	4.37	12.02	40.56
INSULATION WORKERS.....878023	470	3.95	26.15	4.44
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	450	3.78	12.25	34.44
CARPENTERS.....871023	440	3.70	20.50	8.33
GENERAL OFFICE CLERKS.....553473	390	3.28	15.79	30.00
TOTAL	5,480	46.05		

TOP 11 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 17 SPECIAL TRADE CONTRACTORS

TOTAL NUMBER OF RESPONDENTS: 180

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TO EXECUTIVES.....190053	670	5.63	10.78	50.56
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	520	4.37	12.02	40.56
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	450	3.78	12.25	34.44
GENERAL OFFICE CLERKS.....553473	390	3.28	15.79	30.00
CONSTRUCTION MANAGERS.....150173	250	2.10	16.04	25.00
FIRST LINE SUPERVISORS TRADES & EXTRACTIVE.....810053	340	2.86	11.88	23.33
TRUCK DRIVERS, HEAV OR TRACTOR TRAILER.....971023	550	4.62	14.87	22.22
COST ESTIMATORS.....219023	170	1.43	18.65	19.44
PLUMBERS, PIPEFITTERS STEAMFITTERS.....875023	680	5.71	14.03	16.67
FINANCIAL MANAGERS.....130023	100	0.84	20.78	15.56
EXCAVATING & LOADIN MACHINE OPERATORS.....979233	380	3.19	9.79	15.56

MAINE

SIC 17 SPECIAL TRADE CONTRACTORS

BENCHMARK EMPLOYMENT: 11,920

TOTAL NUMBER OF RESPONDENTS:

180

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	11,900	100.00	N.A.	N.A.	\$11.50
MANAGERIAL & ADMINISTRATIVE.....100003	1,030	8.66	N.A.	N.A.	20.60
FINANCIAL MANAGERS.....130023	100	0.84	20.78	15.56	23.00
CONSTRUCTION MANAGERS.....150173	250	2.10	16.04	25.00	18.70
GENERAL MANAGERS & TOP EXECUTIVES.....190053	670	5.63	10.78	50.56	20.90
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	10	0.08	N.A.	N.A.	23.30
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	220	1.85	N.A.	N.A.	14.80
PURCHASING AGENTS.....213083	10	0.08	33.33	1.67	12.30
COST ESTIMATORS.....219023	170	1.43	18.65	19.44	14.80
ENGINEERS.....221003	10	0.08	N.A.	N.A.	18.00
ALL OTHER ENGINEERS.....221993	10	0.08	N.A.	N.A.	18.00
ALL OTHER ENGINEERS & RELATED.....229993	20	0.17	N.A.	N.A.	13.20
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.08	N.A.	N.A.	15.10
SALES & RELATED OCCUPATIONS.....400003	160	1.34	N.A.	N.A.	13.80
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	110	0.92	28.83	7.78	15.10
ALL OTHER SALES & RELATED.....499993	50	0.42	N.A.	N.A.	11.10
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	1,430	12.02	N.A.	N.A.	7.90
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	450	3.78	12.25	34.44	7.20
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	520	4.37	12.02	40.56	8.50
GENERAL OFFICE CLERKS.....553473	390	3.28	15.79	30.00	7.50
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	30	0.25	N.A.	N.A.	9.30
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	30	0.25	36.31	5.56	9.30
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	40	0.34	N.A.	N.A.	11.70
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	80	0.67	N.A.	N.A.	6.30
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....799993	80	0.67	N.A.	N.A.	6.30
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	8,980	75.46	N.A.	N.A.	10.90
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	370	3.11	N.A.	N.A.	15.10
FIRST LINE SUPERVISORS, TRADES & EXTRACTIVE.....810053	340	2.86	11.88	23.33	15.30
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN.....810993	30	0.25	N.A.	N.A.	12.70
MECHANICS, INSTALLERS & REPAIRERS.....850003	1,070	8.99	N.A.	N.A.	13.60

N.A. - not available or not calculated

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Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 17 SPECIAL TRADE CONTRACTORS

BENCHMARK EMPLOYMENT: 11,920

TOTAL NUMBER OF RESPONDENTS:

180

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
MILLWRIGHTS.....851233	100	0.84	19.23	1.67	\$12.90
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....853113	50	0.42	46.89	3.33	10.40
MOBILE HEAVY EQUIPMENT MECHANICS, EXCEPT ENGINES.....853143	40	0.34	17.09	6.67	11.20
OTHER ELECTRICAL/ELECTRONIC EQUIPMENT MECHANIC/INSTALL.....857993	150	1.26	N.A.	N.A.	10.60
HEATING/AIR CONDITIONING/ REFRIGERATION MECHANICS.....859023	270	2.27	34.75	7.78	12.30
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	460	3.87	N.A.	N.A.	16.10
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	4,480	37.65	N.A.	N.A.	11.00
CARPENTERS.....871023	440	3.70	20.50	8.33	10.30
DRYWALL INSTALLERS.....871083	200	1.68	22.96	3.33	13.70
TAPERS.....871113	110	0.92	30.25	3.89	11.60
OTHER CARPENTRY & RELATED.....871993	40	0.34	N.A.	N.A.	11.90
ELECTRICIANS.....872023	750	6.30	13.59	12.22	13.60
BRICKMASONS.....873023	220	1.85	20.71	5.00	12.00
CONCRETE & TERRAZZO FINISHERS.....873113	160	1.34	37.00	5.00	10.00
OTHER MASONRY & RELATED.....873993	30	0.25	N.A.	N.A.	11.00
PAINTERS & PAPERHANGERS, CONSTRUCTION & MAINTENANCE.....874023	560	4.71	11.21	6.11	8.60
PLUMBERS, PIPEFITTERS & STEAMFITTERS.....875023	680	5.71	14.03	16.67	12.30
PIPELAYERS.....875083	70	0.59	28.67	3.89	8.50
PAVING, SURFACING & TAMPING EQUIPMENT OPERATORS.....877083	150	1.26	27.60	3.89	9.40
OTHER ROAD, RAIL & RELATED CONSTRUCTION & MAINTENANCE.....877993	40	0.34	N.A.	N.A.	7.90
INSULATION WORKERS.....878023	470	3.95	26.15	4.44	10.30
ROOFERS.....878083	230	1.93	19.85	5.56	9.30
ALL OTHER CONSTRUCTION TRADES.....878993	330	2.77	N.A.	N.A.	9.40
PRECISION METAL WORKERS.....891003	300	2.52	N.A.	N.A.	11.70
SHEET METAL WORKERS.....891323	260	2.18	20.89	7.22	11.00
OTHER PRECISION METAL WORKERS.....891993	40	0.34	N.A.	N.A.	17.10
PRECISION WOODWORKERS.....893003	120	1.01	N.A.	N.A.	10.20
OTHER PRECISION WOODWORKERS.....893993	120	1.01	N.A.	N.A.	10.20
OTHER HAND WORKERS, NEC.....939003	60	0.50	N.A.	N.A.	8.80
WELDERS & CUTTERS.....939143	30	0.25	35.67	3.89	10.50
OTHER HAND WORKERS, NEC.....939993	30	0.25	N.A.	N.A.	7.20
MOTOR VEHICLE OPERATORS.....971003	790	6.64	N.A.	N.A.	9.00
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	550	4.62	14.87	22.22	9.10
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	240	2.02	21.38	11.67	8.80
MATERIAL MOVING EQUIPMENT OPERATORS.....979003	620	5.21	N.A.	N.A.	10.50
EXCAVATING & LOADING MACHINE OPERATORS.....979233	380	3.19	9.79	15.56	10.80
GRADER, DOZER & SCRAPER OPERATORS.....979383	210	1.76	23.70	13.33	9.70

N.A. - not available or not calculated

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Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 17 SPECIAL TRADE CONTRACTORS

BENCHMARK EMPLOYMENT: 11,920

TOTAL NUMBER OF RESPONDENTS:

180

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....979893	30	0.25	N.A.	N.A.	\$12.00
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	1,090	9.16	N.A.	N.A.	8.00
HELPERS, BRICK & STONE MASONS, HARD TILE SETTERS.....983113	180	1.51	21.31	5.56	8.70
HELPERS, CARPENTERS.....983123	100	0.84	26.10	5.56	7.30
HELPERS, ELECTRICIANS & POWERLINE INSTALLERS.....983133	170	1.43	24.80	6.11	8.70
HELPERS, PLUMBERS/ PIPEFITTERS/STEAMFITTERS.....983153	160	1.34	22.69	7.78	8.70
HELPERS, ROOFERS.....983163	90	0.76	19.84	3.89	7.40
HELPERS, EXTRACTIVE WORKERS.....983233	80	0.67	28.63	2.78	7.50
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	310	2.61	N.A.	N.A.	7.30
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	80	0.67	N.A.	N.A.	10.10

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

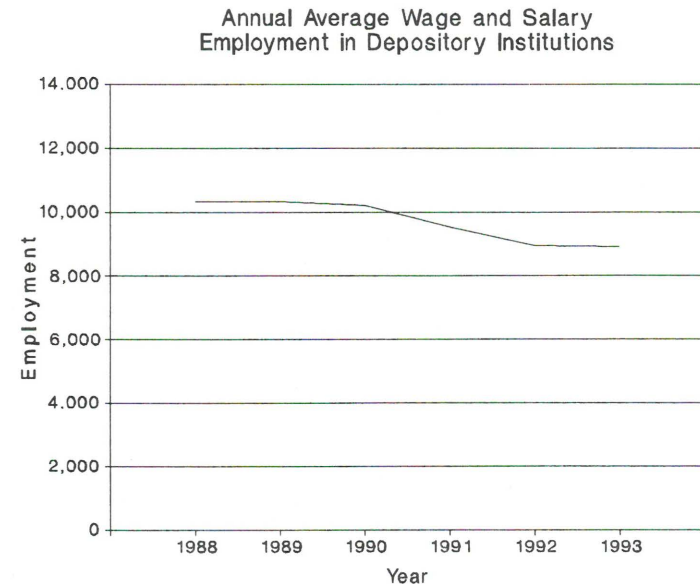
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Depository Institutions—SIC 60

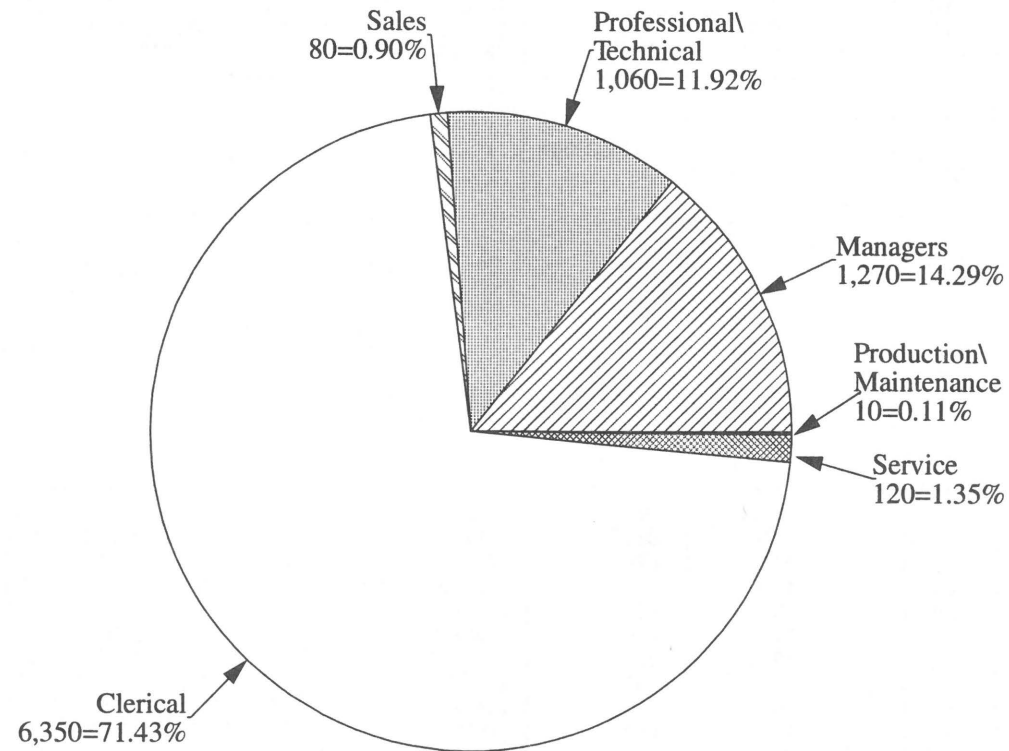
This major group includes institutions that are engaged in deposit banking or closely related functions, including fiduciary activities.

The annual average wage and salary employment in this industry has fallen every year between 1988 and 1993, losing 1,420 employees, a 13.7 percent decline. After showing constant increases for many years, this change is reflective of the downward turn the economy in general took, and the difficulties some industries are having in rebounding.

In 1993, total wages paid to employees in deposit institutions equaled \$205.5 million. The average annual wage per worker was \$23,145. This average wage was 14.9 percent higher than the \$20,144 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Depository Institutions



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 60 DEPOSITORY INSTITUTIONS

TOTAL NUMBER OF RESPONDENTS: 45

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
TELLERS.....531023	3,330	37.46	14.67	91.11
LOAN OFFICERS & COUNSELORS.....211083	650	7.31	10.75	64.44
FINANCIAL MANAGERS.....130023	610	6.86	11.05	68.89
NEW ACCOUNTS CLERKS.....531053	550	6.19	11.23	66.67
GENERAL MANAGERS & TO EXECUTIVES.....190053	500	5.62	18.37	68.89
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	500	5.62	15.13	73.33
LOAN & CREDIT CLERKS.....531213	430	4.84	15.67	42.22
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	270	3.04	16.97	48.89
GENERAL OFFICE CLERKS.....553473	230	2.59	30.09	40.00
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	220	2.47	15.03	37.78
TOTAL	7,290	82.00		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 60 DEPOSITORY INSTITUTIONS

TOTAL NUMBER OF RESPONDENTS: 45

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
TELLERS.....531023	3,330	37.46	14.67	91.11
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	500	5.62	15.13	73.33
FINANCIAL MANAGERS.....130023	610	6.86	11.05	68.89
GENERAL MANAGERS & TO EXECUTIVES.....190053	500	5.62	18.37	68.89
NEW ACCOUNTS CLERKS.....531053	550	6.19	11.23	66.67
LOAN OFFICERS & COUNSELORS.....211083	650	7.31	10.75	64.44
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	270	3.04	16.97	48.89
LOAN & CREDIT CLERKS.....531213	430	4.84	15.67	42.22
GENERAL OFFICE CLERKS.....553473	230	2.59	30.09	40.00
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	220	2.47	15.03	37.78

MAINE

SIC 60 DEPOSITORY INSTITUTIONS

BENCHMARK EMPLOYMENT: 8,900

TOTAL NUMBER OF RESPONDENTS:

45

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	8,890	100.00	N.A.	N.A.	\$10.80
MANAGERIAL & ADMINISTRATIVE.....100003	1,270	14.29	N.A.	N.A.	21.90
FINANCIAL MANAGERS.....130023	610	6.86	11.05	68.89	17.70
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	30	0.34	29.29	17.78	21.40
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	20	0.22	21.70	15.56	21.60
ADMINISTRATIVE MANAGERS.....130143	30	0.34	31.01	13.33	19.80
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.11	N.A.	N.A.	21.60
PROPERTY/REAL ESTATE MANAGERS.....150113	20	0.22	0.00	8.89	25.90
GENERAL MANAGERS & TOP EXECUTIVES.....190053	500	5.62	18.37	68.89	27.30
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	50	0.56	N.A.	N.A.	19.50
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	1,060	11.92	N.A.	N.A.	15.20
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	860	9.67	N.A.	N.A.	15.40
UNDERWRITERS.....211023	10	0.11	0.00	8.89	19.60
CREDIT ANALYSTS.....211053	60	0.67	26.15	24.44	12.50
LOAN OFFICERS & COUNSELORS.....211083	650	7.31	10.75	64.44	15.40
ACCOUNTANTS & AUDITORS.....211143	70	0.79	17.11	26.67	16.00
BUDGET ANALYSTS.....211173	10	0.11	0.00	6.67	18.80
OTHER FINANCIAL SPECIALISTS.....211993	60	0.67	N.A.	N.A.	16.40
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS.....215113	30	0.34	12.91	22.22	14.50
MANAGEMENT ANALYSTS.....219053	10	0.11	0.00	11.11	16.20
ALL OTHER MANAGEMENT SUPPORT.....219993	40	0.45	N.A.	N.A.	11.20
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	10	0.11	N.A.	N.A.	17.10
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	10	0.11	N.A.	N.A.	17.10
COMPUTER SCIENTISTS & RELATED.....251003	80	0.90	N.A.	N.A.	15.80
SYSTEMS ANALYSTS.....251023	60	0.67	22.59	13.33	14.90
COMPUTER PROGRAMMERS.....251053	20	0.22	31.59	6.67	18.00
MATHEMATICAL SCIENTISTS & RELATED.....253003	10	0.11	N.A.	N.A.	10.90
OTHER MATHEMATICAL SCIENTISTS.....253193	10	0.11	N.A.	N.A.	10.90
LEGAL ASSISTANTS/TECHNICIANS.....283003	10	0.11	N.A.	N.A.	11.80
OTHER LEGAL ASSISTANTS & TECHNICIANS.....283993	10	0.11	N.A.	N.A.	11.80
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.11	N.A.	N.A.	17.30
SALES & RELATED OCCUPATIONS.....400003	80	0.90	N.A.	N.A.	14.50
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	70	0.79	N.A.	N.A.	14.20

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 60 DEPOSITORY INSTITUTIONS

BENCHMARK EMPLOYMENT: 8,900

TOTAL NUMBER OF RESPONDENTS:

45

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
APPRAISERS, REAL ESTATE.....430113	20	0.22	13.93	8.89	\$17.20
OTHER SALES REPRESENTATIVES & SALESPERSONS, SERVICE.....430993	50	0.56	N.A.	N.A.	13.10
ALL OTHER SALES & RELATED.....499993	10	0.11	N.A.	N.A.	17.00
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	6,350	71.43	N.A.	N.A.	7.90
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	500	5.62	15.13	73.33	11.20
TELLERS.....531023	3,330	37.46	14.67	91.11	7.20
NEW ACCOUNTS CLERKS.....531053	550	6.19	11.23	66.67	8.80
TRANSIT CLERKS.....531083	130	1.46	27.83	6.67	6.50
LOAN INTERVIEWERS.....531113	20	0.22	40.75	6.67	10.90
LOAN & CREDIT CLERKS.....531213	430	4.84	15.67	42.22	7.90
STATEMENT CLERKS.....531263	100	1.12	32.48	17.78	7.00
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....531993	70	0.79	N.A.	N.A.	7.00
BILL & ACCOUNT COLLECTORS.....535083	70	0.79	27.29	20.00	10.30
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	270	3.04	16.97	48.89	9.10
RECEPTIONISTS & INFORMATION CLERKS.....553053	120	1.35	23.73	33.33	7.30
TYPISTS, INCLUDING WORD PROCESSING.....553073	10	0.11	12.86	6.67	8.30
FILE CLERKS.....553213	30	0.34	23.80	13.33	6.80
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	220	2.47	15.03	37.78	8.60
GENERAL OFFICE CLERKS.....553473	230	2.59	30.09	40.00	8.60
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	160	1.80	N.A.	N.A.	8.30
OPERATORS, BILLING/POSTING/ CALCULATING MACHINES.....560023	20	0.22	24.66	6.67	8.90
MAIL MACHINE OPERATORS, PREPARATION & HANDLING.....560083	10	0.11	43.30	6.67	7.80
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT.....560113	80	0.90	39.95	20.00	8.80
DATA ENTRY KEYERS, EXCEPT COMPOSING.....560173	10	0.11	44.03	6.67	8.30
OTHER OFFICE MACHINE OPERATORS.....560993	40	0.45	N.A.	N.A.	7.00
SWITCHBOARD OPERATORS.....571023	20	0.22	13.82	22.22	7.30
MAIL CLERKS, EXCEPT MACHINE OPERATORS.....573023	30	0.34	20.71	11.11	7.40
MESSENGERS.....573113	20	0.22	30.12	6.67	7.80
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	10	0.11	N.A.	N.A.	8.10
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	10	0.11	20.20	8.89	8.10
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	30	0.34	N.A.	N.A.	9.00
SERVICE OCCUPATIONS.....600003	120	1.35	N.A.	N.A.	7.20
JANITORS & CLEANERS.....670053	110	1.24	27.72	26.67	6.80
ALL OTHER SERVICE WORKERS.....699993	10	0.11	N.A.	N.A.	10.00
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	10	0.11	N.A.	N.A.	12.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 60 DEPOSITORY INSTITUTIONS

BENCHMARK EMPLOYMENT: 8,900

TOTAL NUMBER OF RESPONDENTS:

45

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
MECHANICS, INSTALLERS & REPAIRERS.....850003	10	0.11	N.A.	N.A.	\$12.80
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	10	0.11	N.A.	N.A.	12.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

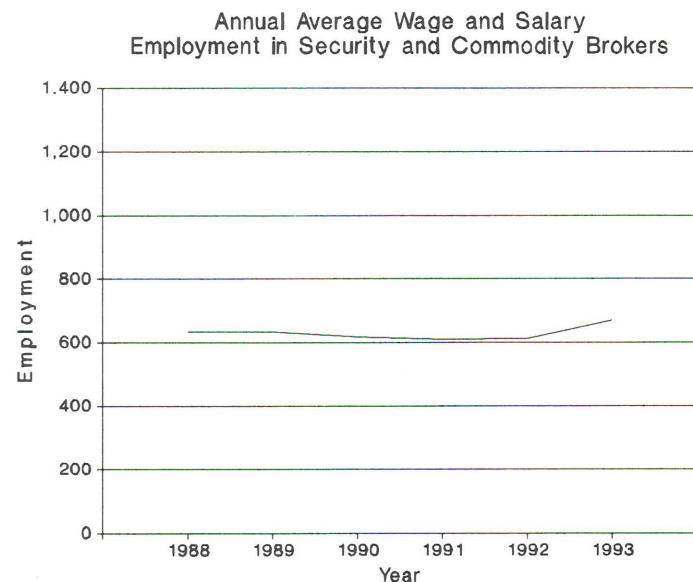
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Security and Commodity Brokers—SIC 62

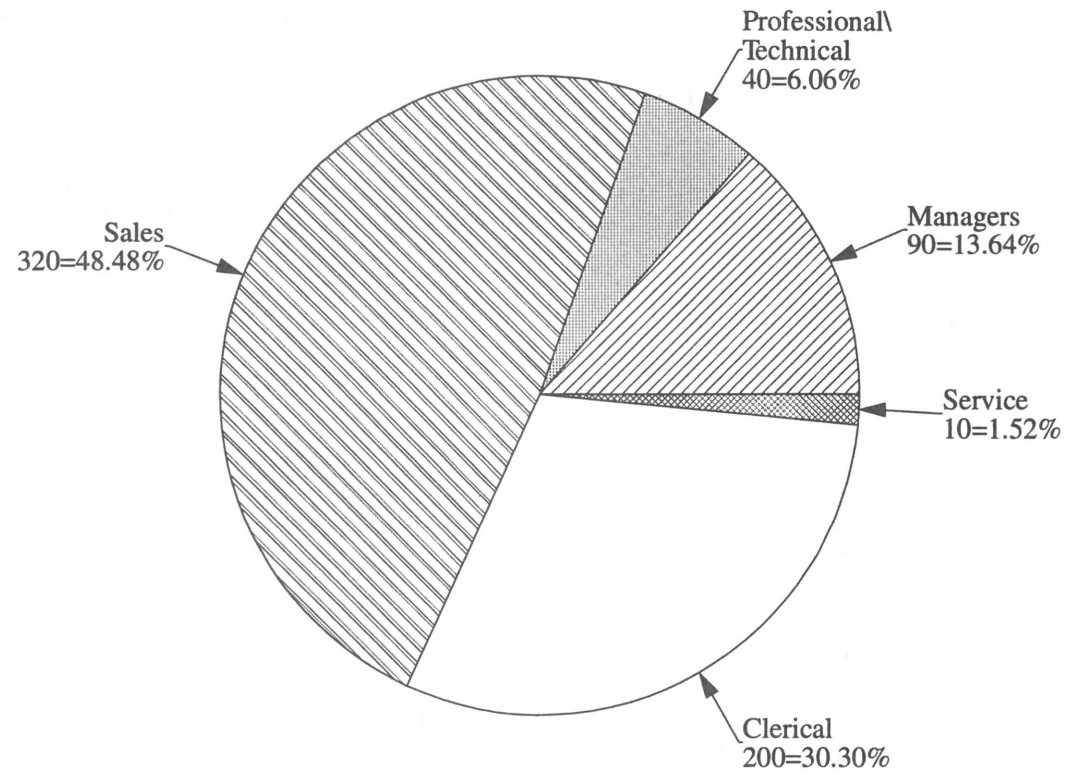
This major group includes establishments engaged in the underwriting, purchase, sale, or brokerage of securities and other financial contracts on their own account or for the account of others; and exchanges, exchange clearinghouses, and other services allied with the exchange of securities and commodities.

The annual average wage and salary employment in this industry has remained fairly steady over the past five years, dropping by only 20 employees between 1988 and 1992, and increasing employment by 60 workers between 1992 and 1993, ending this period with 670 workers. This contrasts with the mid 1980s when employment in this industry increased by more than 200 workers over the five-year period 1982 to 1987.

In 1993, total wages paid to employees in the security and commodity brokers industry equaled \$42.9 million. The average annual wage per worker was \$63,820. This average wage was 40.6 percent higher than the \$45,393 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Security and Commodity Brokers



TOP 7 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 62 SECURITY AND COMMODITY BROKERS

TOTAL NUMBER OF RESPONDENTS: 25

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
SALES AGENTS, SECURITIES COMMODITIES/FINANCIAL SERVICE.....430143	300	45.45	8.68	72.00
FINANCIAL MANAGERS.....130023	50	7.58	19.81	40.00
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	50	7.58	16.66	64.00
BROKERAGE CLERKS.....531283	50	7.58	14.27	32.00
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	50	7.58	15.62	44.00
GENERAL MANAGERS & TO EXECUTIVES.....190053	40	6.06	12.67	44.00
RECEPTIONISTS & INFORMATIO CLERKS.....553053	20	3.03	14.70	44.00
TOTAL	560	84.85		

TOP 11 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 62 SECURITY AND COMMODITY BROKERS

TOTAL NUMBER OF RESPONDENTS: 25

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
SALES AGENTS, SECURITIES COMMODITIES/FINANCIAL SERVICE.....430143	300	45.45	8.68	72.00
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	50	7.58	16.66	64.00
GENERAL MANAGERS & TO EXECUTIVES.....190053	40	6.06	12.67	44.00
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	50	7.58	15.62	44.00
RECEPTIONISTS & INFORMATIO CLERKS.....553053	20	3.03	14.70	44.00
FINANCIAL MANAGERS.....130023	50	7.58	19.81	40.00
BROKERAGE CLERKS.....531283	50	7.58	14.27	32.00
CASHIERS.....490233	10	1.52	0.00	24.00
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	10	1.52	15.38	24.00
FIRST LINE SUPERVISORS SALES & RELATED.....410023	10	1.52	27.95	16.00
GENERAL OFFICE CLERKS.....553473	10	1.52	0.00	16.00

MAINE

SIC 62 SECURITY AND COMMODITY BROKERS

BENCHMARK EMPLOYMENT: 660

TOTAL NUMBER OF RESPONDENTS:

25

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	660	100.00	N.A.	N.A.	\$26.00
MANAGERIAL & ADMINISTRATIVE.....100003	90	13.64	N.A.	N.A.	39.10
FINANCIAL MANAGERS.....130023	50	7.58	19.81	40.00	35.20
GENERAL MANAGERS & TOP EXECUTIVES.....190053	40	6.06	12.67	44.00	43.50
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	40	6.06	N.A.	N.A.	18.00
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	30	4.55	N.A.	N.A.	16.00
OTHER FINANCIAL SPECIALISTS.....211993	30	4.55	N.A.	N.A.	16.00
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	1.52	N.A.	N.A.	23.50
SALES & RELATED OCCUPATIONS.....400003	320	48.48	N.A.	N.A.	33.10
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	10	1.52	27.95	16.00	36.40
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	300	45.45	N.A.	N.A.	33.80
SALES AGENTS, SECURITIES/ COMMODITIES/FINANCIAL SERVICE.....430143	300	45.45	8.68	72.00	33.80
CASHIERS.....490233	10	1.52	0.00	24.00	9.80
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	200	30.30	N.A.	N.A.	11.20
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	50	7.58	16.66	64.00	12.50
BROKERAGE CLERKS.....531283	50	7.58	14.27	32.00	9.20
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	50	7.58	15.62	44.00	13.00
RECEPTIONISTS & INFORMATION CLERKS.....553053	20	3.03	14.70	44.00	7.80
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	10	1.52	15.38	24.00	14.10
GENERAL OFFICE CLERKS.....553473	10	1.52	0.00	16.00	9.00
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	10	1.52	N.A.	N.A.	8.90
SERVICE OCCUPATIONS.....600003	10	1.52	N.A.	N.A.	5.00
OTHER CLEANING & BUILDING SERVICE WORKERS.....670993	10	1.52	N.A.	N.A.	5.00

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

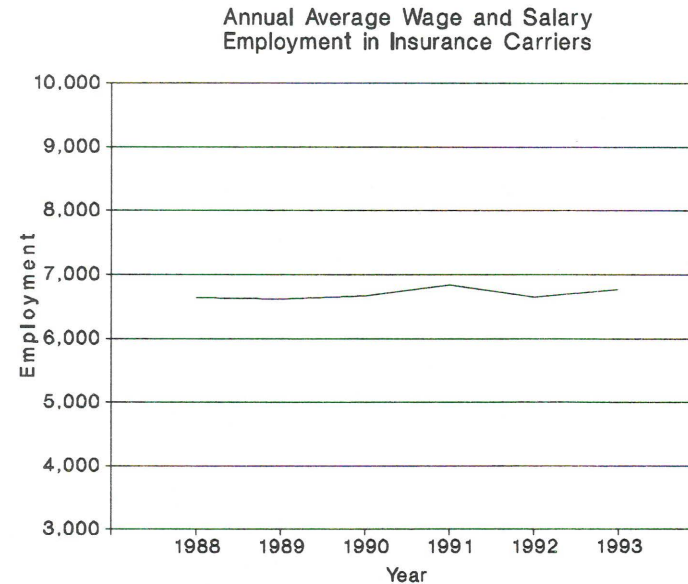
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Insurance Carriers—SIC 63

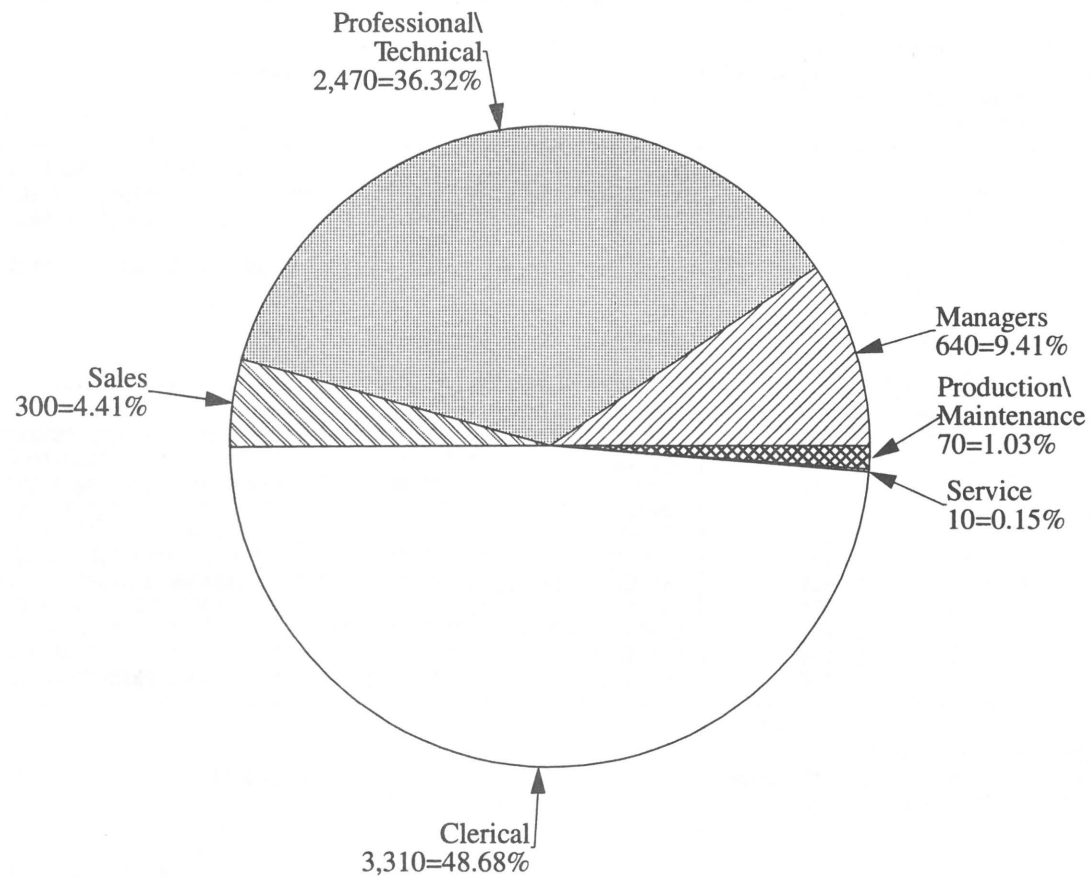
This major group includes carriers of insurance of all types, including reinsurance.

The annual average wage and salary employment in this industry has remained basically static over the past five years, adding only 130 employees between 1988 and 1993, a total increase of 2 percent, ending the period with 6,770 workers. This is in sharp contrast to the preceding 9 years. Between 1978 and 1983 employment increased by 23.9 percent, or 4.8 percent annually; and between 1983 and 1987 employment increased by 44.1 percent, or 11.0 percent annually.

In 1993, total wages paid to employees in the insurance carriers industry equaled \$272.1 million. The average annual wage per worker was \$40,205. This average wage was 24.6 percent higher than the \$32,273 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Insurance Carriers



TOP 11 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 63 INSURANCE CARRIERS

TOTAL NUMBER OF RESPONDENTS: 29

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
INSURANCE POLICY PROCESSING CLERKS.....533143	960	14.12	0.66	58.62
COMPUTER PROGRAMMERS.....251053	410	6.03	0.60	31.03
GENERAL OFFICE CLERKS.....553473	410	6.03	2.05	37.93
GENERAL MANAGERS & TOP EXECUTIVES.....190053	380	5.59	1.97	62.07
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	370	5.44	6.73	51.72
INSURANCE CLAIMS CLERKS.....533113	360	5.29	2.79	41.38
UNDERWRITERS.....211023	290	4.26	2.35	51.72
SALES AGENTS, INSURANCE.....430023	250	3.68	26.84	44.83
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	250	3.68	3.10	68.97
ACCOUNTANTS & AUDITORS.....211143	180	2.65	0.00	31.03
INSURANCE ADJUSTERS, EXAMINERS & INVESTIGATORS.....533023	180	2.65	2.41	34.48
TOTAL	4,040	59.41		

TOP 12 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 63 INSURANCE CARRIERS

TOTAL NUMBER OF RESPONDENTS: 29

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	250	3.68	3.10	68.97
GENERAL MANAGERS & TOP EXECUTIVES.....190053	380	5.59	1.97	62.07
INSURANCE POLICY PROCESSING CLERKS.....533143	960	14.12	0.66	58.62
UNDERWRITERS.....211023	290	4.26	2.35	51.72
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	370	5.44	6.73	51.72
SALES AGENTS, INSURANCE.....430023	250	3.68	26.84	44.83
BOOKKEEPING, ACCOUNTING, AUDITING CLERKS.....553383	140	2.06	3.09	44.83
INSURANCE CLAIMS CLERKS.....533113	360	5.29	2.79	41.38
RECEPTIONISTS & INFORMATION CLERKS.....553053	40	0.59	4.44	41.38
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	40	0.59	17.50	37.93
FILE CLERKS.....553213	30	0.44	6.67	37.93
GENERAL OFFICE CLERKS.....553473	410	6.03	2.05	37.93

MAINE

SIC 63 INSURANCE CARRIERS

BENCHMARK EMPLOYMENT: 6,820

TOTAL NUMBER OF RESPONDENTS:

29

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	6,800	100.00	N.A.	N.A.	\$17.30
MANAGERIAL & ADMINISTRATIVE.....100003	640	9.41	N.A.	N.A.	34.90
FINANCIAL MANAGERS.....130023	30	0.44	5.41	31.03	27.80
ADMINISTRATIVE MANAGERS.....130143	80	1.18	1.86	27.59	18.60
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.15	N.A.	N.A.	27.10
OTHER SERVICES MANAGERS.....150993	10	0.15	N.A.	N.A.	23.80
GENERAL MANAGERS & TOP EXECUTIVES.....190053	380	5.59	1.97	62.07	40.90
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	130	1.91	N.A.	N.A.	30.30
PROFESSIONAL/PROFESIONAL & TECHNICAL OCCUPATIONS.....200003	2,470	36.32	N.A.	N.A.	20.50
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	500	7.35	N.A.	N.A.	17.40
UNDERWRITERS.....211023	290	4.26	2.35	51.72	17.90
ACCOUNTANTS & AUDITORS.....211143	180	2.65	0.00	31.03	16.50
OTHER FINANCIAL SPECIALISTS.....211993	30	0.44	N.A.	N.A.	18.30
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS.....215113	60	0.88	0.00	20.69	19.50
CLAIMS EXAMINERS.....219213	120	1.76	11.74	27.59	15.80
ALL OTHER MANAGEMENT SUPPORT.....219993	320	4.71	N.A.	N.A.	20.70
ENGINEERS.....221003	60	0.88	N.A.	N.A.	24.90
SAFETY ENGINEERS, EXCEPT MINING.....221323	20	0.29	0.00	10.34	21.40
ALL OTHER ENGINEERS.....221993	40	0.59	N.A.	N.A.	26.50
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	30	0.44	N.A.	N.A.	15.80
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	30	0.44	N.A.	N.A.	15.80
COMPUTER SCIENTISTS & RELATED.....251003	680	10.00	N.A.	N.A.	22.70
SYSTEMS ANALYSTS.....251023	150	2.21	0.00	17.24	26.40
COMPUTER PROGRAMMERS.....251053	410	6.03	0.60	31.03	23.10
OTHER COMPUTER SCIENTISTS & RELATED.....251993	120	1.76	N.A.	N.A.	17.00
MATHEMATICAL SCIENTISTS & RELATED.....253003	180	2.65	N.A.	N.A.	18.90
ACTUARIES.....253133	20	0.29	0.00	13.79	38.80
OTHER MATHEMATICAL SCIENTISTS.....253193	10	0.15	N.A.	N.A.	24.20
OTHER SYSTEMS RESEARCHERS.....253993	150	2.21	N.A.	N.A.	15.40
LAWYERS & RELATED WORKERS.....281003	30	0.44	N.A.	N.A.	33.90
LAWYERS.....281083	30	0.44	0.00	10.34	33.90
LEGAL ASSISTANTS/TECHNICIANS.....283003	20	0.29	N.A.	N.A.	17.20
OTHER LEGAL ASSISTANTS & TECHNICIANS.....283993	20	0.29	N.A.	N.A.	17.20
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	50	0.74	N.A.	N.A.	23.10

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 63 INSURANCE CARRIERS

BENCHMARK EMPLOYMENT: 6,820

TOTAL NUMBER OF RESPONDENTS:

29

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
OTHER HEALTH DIAGNOSING & TREATING PRACTITIONERS.....321993	10	0.15	N.A.	N.A.	\$52.50
REGISTERED NURSES.....325023	40	0.59	0.00	13.79	15.80
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	420	6.18	N.A.	N.A.	21.40
SALES & RELATED OCCUPATIONS.....400003	300	4.41	N.A.	N.A.	22.30
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	40	0.59	17.50	37.93	27.10
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	260	3.82	N.A.	N.A.	21.60
SALES AGENTS, INSURANCE.....430023	250	3.68	26.84	44.83	21.90
OTHER SALES REPRESENTATIVES & SALESPERSONS, SERVICE.....430993	10	0.15	N.A.	N.A.	10.20
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	3,310	48.68	N.A.	N.A.	11.30
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	250	3.68	3.10	68.97	17.10
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....531993	90	1.32	N.A.	N.A.	10.90
INSURANCE ADJUSTERS, EXAMINERS & INVESTIGATORS.....533023	180	2.65	2.41	34.48	14.40
INSURANCE CLAIMS CLERKS.....533113	360	5.29	2.79	41.38	12.60
INSURANCE POLICY PROCESSING CLERKS.....533143	960	14.12	0.66	58.62	10.50
OTHER INSURANCE EXAMINERS, APPRAISERS & CLERKS.....533993	20	0.29	N.A.	N.A.	13.60
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	370	5.44	6.73	51.72	10.90
RECEPTIONISTS & INFORMATION CLERKS.....553053	40	0.59	4.44	41.38	9.30
TYPISTS, INCLUDING WORD PROCESSING.....553073	50	0.74	2.62	20.69	8.60
FILE CLERKS.....553213	30	0.44	6.67	37.93	7.70
STATISTICAL CLERKS.....553283	40	0.59	0.00	13.79	10.70
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	140	2.06	3.09	44.83	10.90
PAYROLL & TIMEKEEPING CLERKS.....553413	10	0.15	0.00	10.34	10.60
GENERAL OFFICE CLERKS.....553473	410	6.03	2.05	37.93	9.00
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	120	1.76	N.A.	N.A.	10.40
DATA ENTRY KEYERS, EXCEPT COMPOSING.....560173	50	0.74	0.00	24.14	9.10
OTHER OFFICE MACHINE OPERATORS.....560993	70	1.03	N.A.	N.A.	11.40
SWITCHBOARD OPERATORS.....571023	10	0.15	0.00	13.79	9.00
MAIL CLERKS, EXCEPT MACHINE OPERATORS.....573023	20	0.29	8.33	31.03	7.90
OTHER MAIL & MESSAGE DISTRIBUTORS.....573993	10	0.15	N.A.	N.A.	10.20
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	10	0.15	N.A.	N.A.	8.80
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	10	0.15	N.A.	N.A.	8.80
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	190	2.79	N.A.	N.A.	11.10
SERVICE OCCUPATIONS.....600003	10	0.15	N.A.	N.A.	8.20
ALL OTHER SERVICE WORKERS.....699993	10	0.15	N.A.	N.A.	8.20

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 63 INSURANCE CARRIERS

BENCHMARK EMPLOYMENT: 6,820

TOTAL NUMBER OF RESPONDENTS:

29

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	70	1.03	N.A.	N.A.	\$12.10
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	10	0.15	N.A.	N.A.	16.60
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN.....810993	10	0.15	N.A.	N.A.	16.60
MECHANICS, INSTALLERS & REPAIRERS.....850003	10	0.15	N.A.	N.A.	12.10
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	10	0.15	N.A.	N.A.	12.10
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	10	0.15	N.A.	N.A.	13.00
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS.....879993	10	0.15	N.A.	N.A.	13.00
PRECISION PRINTING WORKERS.....897003	10	0.15	N.A.	N.A.	12.30
OTHER PRECISION PRINTING WORKERS.....897993	10	0.15	N.A.	N.A.	12.30
MACHINE SETTERS, OPERATORS.....910003	10	0.15	N.A.	N.A.	11.50
MOTOR VEHICLE OPERATORS.....971003	10	0.15	N.A.	N.A.	8.80
OTHER MOTOR VEHICLE OPERATORS.....971993	10	0.15	N.A.	N.A.	8.80
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	10	0.15	N.A.	N.A.	9.10
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	10	0.15	N.A.	N.A.	9.10

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

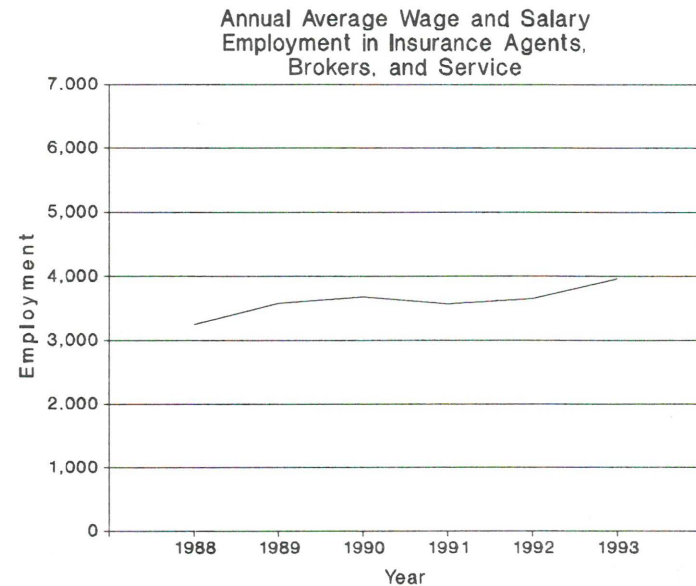
Insurance Agents, Brokers, and Service—SIC 64

This major group includes agents and brokers dealing in insurance, and also organizations offering services to insurance companies and to policyholders.

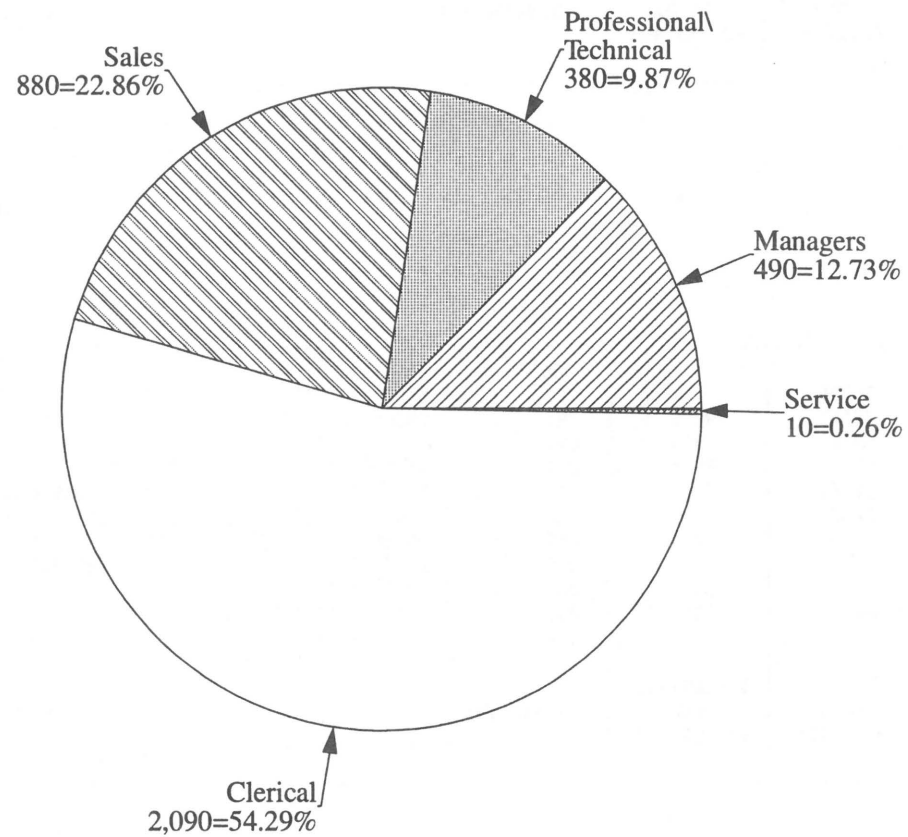
The annual average wage and salary employment in this industry has increased slightly over the 5-year period 1988 to 1993 adding 700 employees, or 21.5 percent, ending the period with 3,960 workers.

Although this industry was restructured and redefined between the 1977 and 1987 editions of the Standard Industrial Classification Manual, approximately 90 percent of the industry remained the same, so historical comparisons should still be valid. Employment increased slowly between 1975 and 1981, remained steady between 1981 and 1983, then grew substantially between 1983 and 1987 increasing at an average of 10.6 percent annually.

In 1993, total wages paid to employees in the insurance agents, brokers, and service industry equaled \$118.1 million. The average annual wage per worker was \$29,790. This average wage was 12.5 percent higher than the \$26,490 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Insurance Agents,
Brokers and Service



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 64 INSURANCE AGENTS, BROKERS, & SERVICE

TOTAL NUMBER OF RESPONDENTS: 54

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
SALES AGENTS, INSURANCE.....430023	740	19.22	17.33	62.96
INSURANCE POLICY PROCESSIN CLERKS.....533143	500	12.99	14.97	50.00
INSURANCE ADJUSTERS EXAMINERS & INVESTIGATORS.....533023	360	9.35	24.58	27.78
GENERAL MANAGERS & TO EXECUTIVES.....190053	340	8.83	18.27	61.11
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	230	5.97	10.50	38.89
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	170	4.42	19.37	37.04
INSURANCE CLAIMS CLERKS.....533113	170	4.42	11.04	27.78
UNDERWRITERS.....211023	140	3.64	3.03	18.52
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	130	3.38	21.32	35.19
RECEPTIONISTS & INFORMATIO CLERKS.....553053	120	3.12	12.64	40.74
TOTAL	2,900	75.32		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 64 INSURANCE AGENTS, BROKERS, & SERVICE

TOTAL NUMBER OF RESPONDENTS: 54

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
SALES AGENTS, INSURANCE.....430023	740	19.22	17.33	62.96
GENERAL MANAGERS & TO EXECUTIVES.....190053	340	8.83	18.27	61.11
INSURANCE POLICY PROCESSIN CLERKS.....533143	500	12.99	14.97	50.00
RECEPTIONISTS & INFORMATIO CLERKS.....553053	120	3.12	12.64	40.74
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	230	5.97	10.50	38.89
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	170	4.42	19.37	37.04
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	130	3.38	21.32	35.19
FINANCIAL MANAGERS.....130023	60	1.56	22.23	27.78
INSURANCE ADJUSTERS EXAMINERS & INVESTIGATORS.....533023	360	9.35	24.58	27.78
INSURANCE CLAIMS CLERKS.....533113	170	4.42	11.04	27.78

MAINE

SIC 64 INSURANCE AGENTS, BROKERS, & SERVICE

BENCHMARK EMPLOYMENT: 3,860

TOTAL NUMBER OF RESPONDENTS:

54

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	3,850	100.00	N.A.	N.A.	\$14.80
MANAGERIAL & ADMINISTRATIVE.....100003	490	12.73	N.A.	N.A.	27.90
FINANCIAL MANAGERS.....130023	60	1.56	22.23	27.78	28.80
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	20	0.52	42.86	9.26	38.10
ADMINISTRATIVE MANAGERS.....130143	20	0.52	47.14	11.11	16.16
GENERAL MANAGERS & TOP EXECUTIVES.....190053	340	8.83	18.27	61.11	27.80
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	50	1.30	N.A.	N.A.	26.90
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	380	9.87	N.A.	N.A.	15.80
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	190	4.94	N.A.	N.A.	16.40
UNDERWRITERS.....211023	140	3.64	3.03	18.52	15.50
ACCOUNTANTS & AUDITORS.....211143	40	1.04	29.85	12.96	17.60
OTHER FINANCIAL SPECIALISTS.....211993	10	0.26	N.A.	N.A.	24.20
CLAIMS EXAMINERS.....219213	20	0.52	33.70	11.11	17.90
ALL OTHER MANAGEMENT SUPPORT.....219993	100	2.60	N.A.	N.A.	14.20
ENGINEERS.....221003	20	0.52	N.A.	N.A.	22.10
SAFETY ENGINEERS, EXCEPT MINING.....221323	20	0.52	15.06	7.41	22.10
COMPUTER SCIENTISTS & RELATED.....251003	40	1.04	N.A.	N.A.	12.20
OTHER COMPUTER SCIENTISTS & RELATED.....251993	40	1.04	N.A.	N.A.	12.20
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.26	N.A.	N.A.	15.60
SALES & RELATED OCCUPATIONS.....400003	880	22.86	N.A.	N.A.	17.80
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	100	2.60	23.78	25.93	19.80
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	770	20.00	N.A.	N.A.	17.70
SALES AGENTS, INSURANCE.....430023	740	19.22	17.33	62.96	17.90
OTHER SALES REPRESENTATIVES & SALESPERSONS, SERVICE.....430993	30	0.78	N.A.	N.A.	12.30
ALL OTHER SALES & RELATED.....499993	10	0.26	N.A.	N.A.	11.70
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	2,090	54.29	N.A.	N.A.	10.30
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	170	4.42	19.37	37.04	14.30
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....531993	10	0.26	N.A.	N.A.	7.80
INSURANCE ADJUSTERS, EXAMINERS & INVESTIGATORS.....533023	360	9.35	24.58	27.78	14.60
INSURANCE CLAIMS CLERKS.....533113	170	4.42	11.04	27.78	9.10
INSURANCE POLICY PROCESSING CLERKS.....533143	500	12.99	14.97	50.00	9.20
OTHER INSURANCE EXAMINERS, APPRAISERS & CLERKS.....533993	10	0.26	N.A.	N.A.	6.40

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 64 INSURANCE AGENTS, BROKERS, & SERVICE

BENCHMARK EMPLOYMENT: 3,860

TOTAL NUMBER OF RESPONDENTS:

54

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	230	5.97	10.50	38.89	\$ 8.50
RECEPTIONISTS & INFORMATION CLERKS.....553053	120	3.12	12.64	40.74	7.70
TYPISTS, INCLUDING WORD PROCESSING.....553073	60	1.56	20.12	16.67	9.20
FILE CLERKS.....553213	80	2.08	40.06	16.67	5.90
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	130	3.38	21.32	35.19	9.80
GENERAL OFFICE CLERKS.....553473	50	1.30	41.65	12.96	9.30
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	50	1.30	N.A.	N.A.	9.80
OTHER OFFICE MACHINE OPERATORS.....560993	50	1.30	N.A.	N.A.	9.80
SWITCHBOARD OPERATORS.....571023	10	0.26	14.43	9.26	9.30
MAIL CLERKS, EXCEPT MACHINE OPERATORS.....573023	30	0.78	0.00	11.11	7.90
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	110	2.86	N.A.	N.A.	9.10
SERVICE OCCUPATIONS.....600003	10	0.26	N.A.	N.A.	6.00
JANITORS & CLEANERS.....670053	10	0.26	37.48	7.41	6.00

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

Real Estate—SIC 65

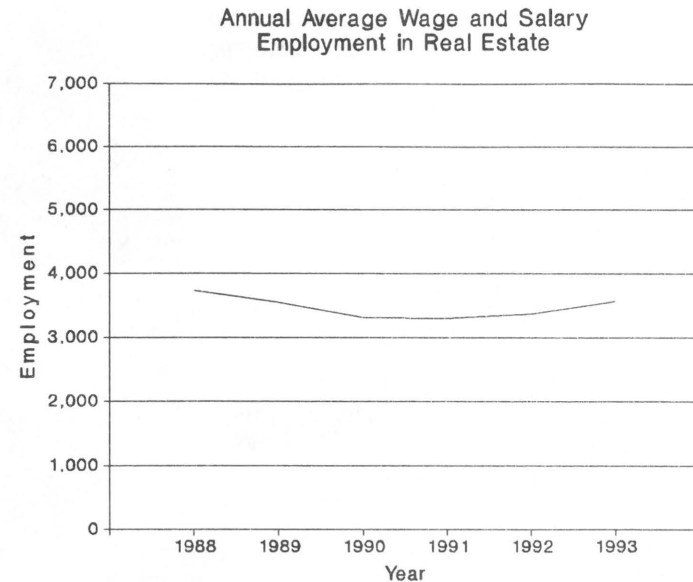
This major group includes real estate operators, and owners and lessors of real property, as well as buyers, sellers, developers, agents, and brokers.

The annual average wage and salary employment in this industry experienced a decline of 430 workers between 1988 and 1990, but rebounded halfway between 1990 and 1993, adding 260 workers and ending the period with 3,570 employees. This denotes a decline of 4.5 percent over the 3,740 workers employed in 1988.

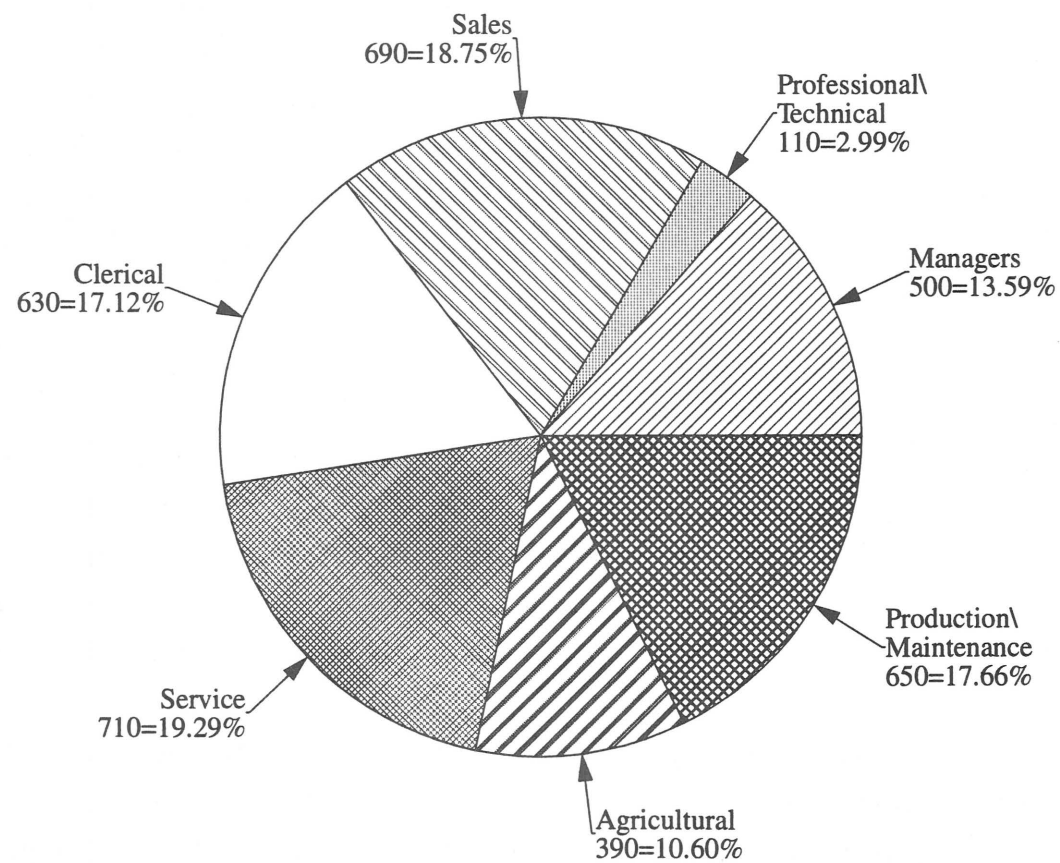
There was a slight change in the definition of this industry between 1987 and 1988 but not significant enough to make historical employment comparisons invalid. Between 1975 and 1983, employment grew by 29.2 percent, or an average annual rate of 3.6 percent. However, employment rose dramatically between 1983 and 1987 increasing by 89.6 percent, or 22.4 percent annually.

In 1993, total wages paid to employees in the real estate industry equaled \$67.4 million. The average

annual wage per worker was \$18,874. This average wage was 0.6 percent higher than the \$18,764 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Real Estate



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 65 REAL ESTATE

TOTAL NUMBER OF RESPONDENTS: 83

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
MAINTENANCE REPAIRERS GENERAL UTILITY.....851323	550	14.95	10.88	39.76
APPRAISERS, REAL ESTATE.....430113	420	11.41	19.40	16.87
MAIDS & HOUSEKEEPING CLEANERS.....670023	290	7.88	20.74	13.25
PROPERTY/REAL ESTATE MANAGERS.....150113	260	7.07	12.93	42.17
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	200	5.43	27.15	34.94
JANITORS & CLEANERS.....670053	200	5.43	21.31	22.89
GENERAL MANAGERS & TO EXECUTIVES.....190053	130	3.53	21.10	30.12
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	120	3.26	14.38	31.33
RECEPTIONISTS & INFORMATIO CLERKS.....553053	100	2.72	24.98	27.71
GENERAL OFFICE CLERKS.....553473	100	2.72	23.95	22.89
TOTAL	2,370	64.40		

TOP 11 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 65 REAL ESTATE

TOTAL NUMBER OF RESPONDENTS: 83

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
PROPERTY/REAL ESTATE MANAGERS.....150113	260	7.07	12.93	42.17
MAINTENANCE REPAIRERS GENERAL UTILITY.....851323	550	14.95	10.88	39.76
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	200	5.43	27.15	34.94
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	120	3.26	14.38	31.33
GENERAL MANAGERS & TO EXECUTIVES.....190053	130	3.53	21.10	30.12
RECEPTIONISTS & INFORMATIO CLERKS.....553053	100	2.72	24.98	27.71
GENERAL OFFICE CLERKS.....553473	100	2.72	23.95	22.89
JANITORS & CLEANERS.....670053	200	5.43	21.31	22.89
APPRAISERS, REAL ESTATE.....430113	420	11.41	19.40	16.87
FINANCIAL MANAGERS.....130023	70	1.90	29.89	14.46
ACCOUNTANTS & AUDITORS.....211143	40	1.09	22.21	14.46

MAINE
 SIC 65 REAL ESTATE
 BENCHMARK EMPLOYMENT: 3,670 TOTAL NUMBER OF RESPONDENTS: 83
 REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	3,680	100.00	N.A.	N.A.	\$10.70
MANAGERIAL & ADMINISTRATIVE.....100003	500	13.59	N.A.	N.A.	16.70
FINANCIAL MANAGERS.....130023	70	1.90	29.89	14.46	14.20
PROPERTY/REAL ESTATE MANAGERS.....150113	260	7.07	12.93	42.17	13.40
OTHER SERVICES MANAGERS.....150993	30	0.82	N.A.	N.A.	15.20
GENERAL MANAGERS & TOP EXECUTIVES.....190053	130	3.53	21.10	30.12	25.10
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	10	0.27	N.A.	N.A.	18.10
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	110	2.99	N.A.	N.A.	12.70
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	40	1.09	N.A.	N.A.	13.30
ACCOUNTANTS & AUDITORS.....211143	40	1.09	22.21	14.46	13.30
LEGAL ASSISTANTS/TECHNICIANS.....283003	40	1.09	N.A.	N.A.	11.40
TITLE EXAMINERS & ABSTRACTORS.....283113	40	1.09	8.55	4.82	11.40
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	30	0.82	N.A.	N.A.	13.50
SALES & RELATED OCCUPATIONS.....400003	690	18.75	N.A.	N.A.	16.00
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	40	1.09	22.61	7.23	14.20
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	610	16.58	N.A.	N.A.	16.80
SALES AGENTS, REAL ESTATE.....430083	90	2.45	28.20	10.84	17.10
APPRAISERS, REAL ESTATE.....430113	420	11.41	19.40	16.87	17.00
OTHER SALES REPRESENTATIVES & SALESPERSONS, SERVICE.....430993	100	2.72	N.A.	N.A.	15.90
COUNTER & RENTAL CLERKS.....490173	40	1.09	0.00	3.61	6.90
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	630	17.12	N.A.	N.A.	8.80
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	200	5.43	27.15	34.94	9.60
RECEPTIONISTS & INFORMATION CLERKS.....553053	100	2.72	24.98	27.71	6.40
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	120	3.26	14.38	31.33	9.50
GENERAL OFFICE CLERKS.....553473	100	2.72	23.95	22.89	7.50
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	110	2.99	N.A.	N.A.	9.80
SERVICE OCCUPATIONS.....600003	710	19.29	N.A.	N.A.	7.00
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE.....610003	10	0.27	N.A.	N.A.	14.90
GUARDS & WATCH GUARDS.....630473	50	1.36	19.15	4.82	8.10
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	20	0.54	N.A.	N.A.	7.80
MAIDS & HOUSEKEEPING CLEANERS.....670023	290	7.88	20.74	13.25	6.40

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 65 REAL ESTATE

BENCHMARK EMPLOYMENT: 3,670

TOTAL NUMBER OF RESPONDENTS:

83

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
JANITORS & CLEANERS.....670053	200	5.43	21.31	22.89	\$ 7.40
ALL OTHER SERVICE WORKERS.....699993	140	3.80	N.A.	N.A.	6.50
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	390	10.60	N.A.	N.A.	6.70
FIRST LINE SUPERVISORS, AGRICULTURAL/FORESTRY/FISHING.....720023	30	0.82	23.40	3.61	10.60
GARDENERS & GROUNDSKEEPERS.....790303	360	9.78	24.89	25.30	6.40
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	650	17.66	N.A.	N.A.	8.50
MECHANICS, INSTALLERS & REPAIRERS.....850003	550	14.95	N.A.	N.A.	8.30
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	550	14.95	10.88	39.76	8.30
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	40	1.09	N.A.	N.A.	8.70
CARPENTERS.....871023	40	1.09	23.62	6.02	8.70
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	60	1.63	N.A.	N.A.	10.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

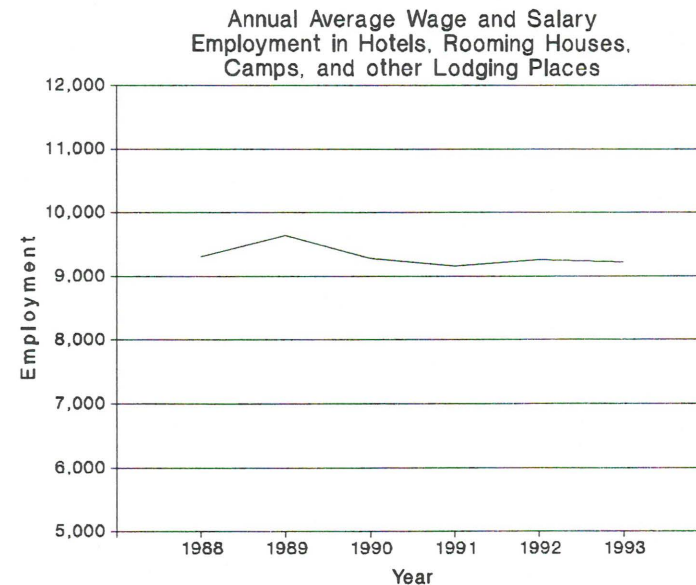
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Hotels, Rooming Houses, Camps, and other Lodging Places–SIC 70

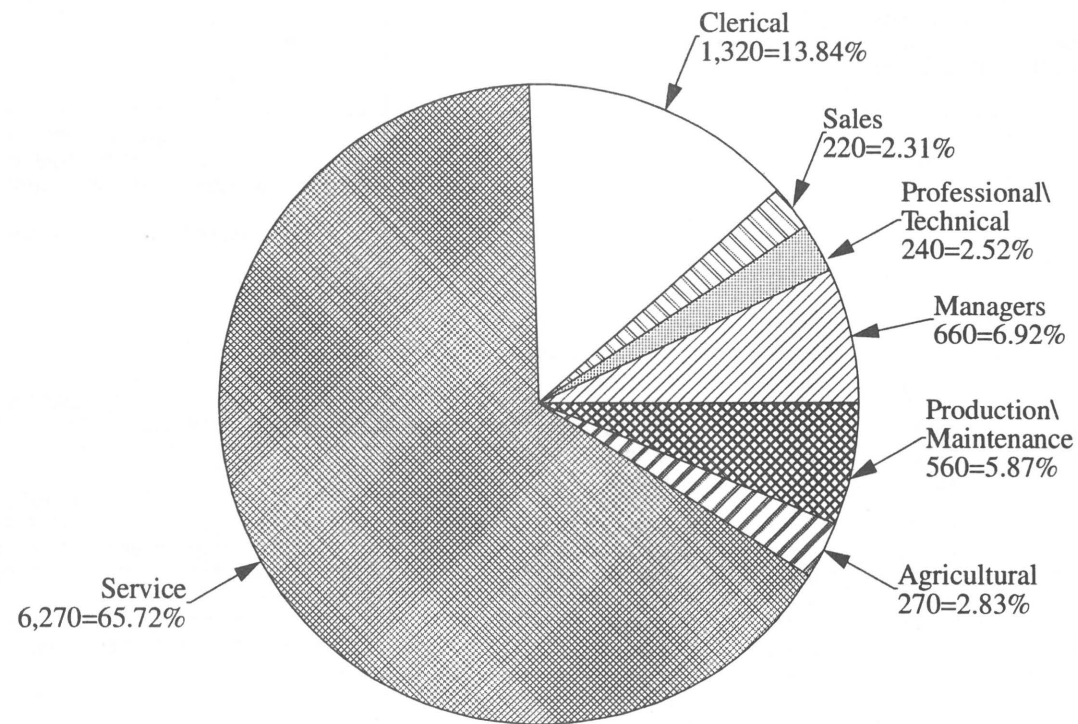
This major group includes commercial and noncommercial establishments engaged in furnishing lodging, or lodging and meals, and camping space and camping facilities.

The annual average wage and salary employment in this industry increased by 3.5 percent between 1988 and 1989, but declined by 5.0 percent between 1989 and 1991. Employment remained nearly the same through 1992 and 1993, ending the 5-year period with 9,230 workers, 80 less than in 1988. This contrasts with the strong, steady employment growth this industry experienced from 1982 to 1987 when employment gains averaged 8.0 percent annually.

In 1993, total wages paid to employees in hotels, rooming houses, camps, and other lodging places equaled \$101.7 million. The average annual wage per worker was \$11,024. This average wage was 8.5 percent higher than the \$10,157 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupation Categories
in Hotels, Rooming Houses,
Camps and Other Lodging Places



TOP 11 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 70 HOTELS AND OTHER LODGING PLACES

TOTAL NUMBER OF RESPONDENTS: 72

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
MAIDS & HOUSEKEEPING CLEANERS.....670023	2,500	26.21	7.02	88.89
WAITERS & WAITRESSES.....650083	1,380	14.47	12.64	50.00
HOTEL DESK CLERKS.....538083	880	9.22	6.64	69.44
COOKS, RESTAURANT.....650263	560	5.87	16.00	54.17
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	340	3.56	20.63	65.28
GENERAL MANAGERS & TOP EXECUTIVES.....190053	300	3.14	17.63	63.89
FOOD SERVICE/LODGING MANAGERS.....150263	250	2.62	17.94	44.44
BARTENDERS.....650053	220	2.31	13.78	41.67
HOUSEKEEPERS.....610083	200	2.10	22.44	56.94
DINING ROOM & CAFETERIA ATTENDANTS, BARTENDER HELPERS.....650143	190	1.99	20.04	30.56
FOOD PREPARATION WORKERS.....650383	190	1.99	17.19	29.17
TOTAL	7,010	73.48		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 70 HOTELS AND OTHER LODGING PLACES

TOTAL NUMBER OF RESPONDENTS: 72

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
MAIDS & HOUSEKEEPING CLEANERS.....670023	2,500	26.21	7.02	88.89
HOTEL DESK CLERKS.....538083	880	9.22	6.64	69.44
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	340	3.56	20.63	65.28
GENERAL MANAGERS & TOP EXECUTIVES.....190053	300	3.14	17.63	63.89
HOUSEKEEPERS.....610083	200	2.10	22.44	56.94
COOKS, RESTAURANT.....650263	560	5.87	16.00	54.17
WAITERS & WAITRESSES.....650083	1,380	14.47	12.64	50.00
FOOD SERVICE/LODGING MANAGERS.....150263	250	2.62	17.94	44.44
BARTENDERS.....650053	220	2.31	13.78	41.67
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	140	1.47	30.88	36.11

MAINE

SIC 70 HOTELS AND OTHER LODGING PLACES

BENCHMARK EMPLOYMENT: 9,530

TOTAL NUMBER OF RESPONDENTS: 72

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	9,540	100.00	N.A.	N.A.	\$ 7.10
MANAGERIAL & ADMINISTRATIVE.....100003	660	6.92	N.A.	N.A.	15.70
FINANCIAL MANAGERS.....130023	50	0.52	32.94	18.06	14.60
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	10	0.10	29.40	6.94	11.40
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	10	0.10	24.05	8.33	16.20
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.10	N.A.	N.A.	8.80
FOOD SERVICE/LODGING MANAGERS.....150263	250	2.62	17.94	44.44	16.10
GENERAL MANAGERS & TOP EXECUTIVES.....190053	300	3.14	17.63	63.89	16.30
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	30	0.31	N.A.	N.A.	11.50
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	240	2.52	N.A.	N.A.	8.00
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	50	0.52	N.A.	N.A.	8.50
ACCOUNTANTS & AUDITORS.....211143	50	0.52	26.88	18.06	8.50
ALL OTHER MANAGEMENT SUPPORT.....219993	20	0.21	N.A.	N.A.	11.30
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	10	0.10	N.A.	N.A.	10.70
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	10	0.10	N.A.	N.A.	10.70
COMPUTER SCIENTISTS & RELATED.....251003	20	0.21	N.A.	N.A.	9.50
OTHER COMPUTER SCIENTISTS & RELATED.....251993	20	0.21	N.A.	N.A.	9.50
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	140	1.47	N.A.	N.A.	7.10
SALES & RELATED OCCUPATIONS.....400003	220	2.31	N.A.	N.A.	7.10
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	20	0.21	7.87	13.89	11.00
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	40	0.42	N.A.	N.A.	10.50
SALES AGENTS, BUSINESS SERVICES.....430173	30	0.31	30.06	12.50	10.60
OTHER SALES REPRESENTATIVES & SALESPERSONS, SERVICE.....430993	10	0.10	N.A.	N.A.	10.00
SALESPERSONS, RETAIL.....490113	30	0.31	23.13	5.56	6.40
CASHIERS.....490233	120	1.26	34.21	11.11	5.30
ALL OTHER SALES & RELATED.....499993	10	0.10	N.A.	N.A.	8.80
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	1,320	13.84	N.A.	N.A.	7.10
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	140	1.47	30.88	36.11	9.00
RESERVATION & TRANSPORTATION TICKET AGENTS.....538053	30	0.31	16.76	9.72	7.80
HOTEL DESK CLERKS.....538083	880	9.22	6.64	69.44	6.70
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	30	0.31	31.43	16.67	8.20
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	110	1.15	27.28	34.72	8.20

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE
 SIC 70 HOTELS AND OTHER LODGING PLACES
 BENCHMARK EMPLOYMENT: 9,530 TOTAL NUMBER OF RESPONDENTS: 72
 REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	130	1.36	N.A.	N.A.	\$ 6.60
SERVICE OCCUPATIONS.....600003	6,270	65.72	N.A.	N.A.	6.20
HOUSEKEEPERS.....610083	200	2.10	22.44	56.94	8.20
OTHER SERVICE SUPERVISORS.....610993	40	0.42	N.A.	N.A.	10.10
GUARDS & WATCH GUARDS.....630473	70	0.73	38.75	12.50	6.10
OTHER PROTECTIVE SERVICE.....630993	10	0.10	N.A.	N.A.	5.80
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	2,830	29.66	N.A.	N.A.	6.20
HOSTS & HOSTESSES, LOUNGE, RESTAURANT & COFFEE SHOP.....650023	110	1.15	9.45	23.61	6.90
BARTENDERS.....650053	220	2.31	13.78	41.67	5.90
WAITERS & WAITRESSES.....650083	1,380	14.47	12.64	50.00	5.70
DINING ROOM & CAFETERIA ATTENDANTS, BARTENDER HELP.....650143	190	1.99	20.04	30.56	5.60
BAKERS, BREAD & PASTRY.....650213	20	0.21	29.11	6.94	10.10
COOKS, RESTAURANT.....650263	560	5.87	16.00	54.17	7.60
COOKS, SHORT ORDER.....650353	40	0.42	33.07	8.33	6.10
FOOD PREPARATION WORKERS.....650383	190	1.99	17.19	29.17	5.90
COMBINED FOOD PREPARATION & SERVICE WORKERS.....650413	20	0.21	10.83	5.56	6.50
OTHER FOOD SERVICE WORKERS.....650993	100	1.05	N.A.	N.A.	5.80
MAIDS & HOUSEKEEPING CLEANERS.....670023	2,500	26.21	7.02	88.89	6.00
JANITORS & CLEANERS.....670053	120	1.26	17.83	26.39	5.70
OTHER CLEANING & BUILDING SERVICE WORKERS.....670993	20	0.21	N.A.	N.A.	5.80
AMUSEMENT & RECREATION ATTENDANTS.....680143	120	1.26	2.40	5.56	6.00
BAGGAGE PORTERS & BELLHOPS.....680233	80	0.84	8.79	18.06	6.00
ALL OTHER SERVICE WORKERS.....699993	280	2.94	N.A.	N.A.	5.50
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	270	2.83	N.A.	N.A.	6.40
GARDENERS & GROUNDSKEEPERS.....790303	270	2.83	28.72	20.83	6.40
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	560	5.87	N.A.	N.A.	7.40
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...810003	10	0.10	N.A.	N.A.	12.40
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN.....810993	10	0.10	N.A.	N.A.	12.40
MECHANICS, INSTALLERS & REPAIRERS.....850003	340	3.56	N.A.	N.A.	7.40
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	340	3.56	20.63	65.28	7.40
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	30	0.31	N.A.	N.A.	11.30
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS.....879993	30	0.31	N.A.	N.A.	11.30
TEXTILE & RELATED SETTERS & OPERATORS.....927003	150	1.57	N.A.	N.A.	6.40
LAUNDRY & DRYCLEANING OPERATORS, EXCEPT PRESSING.....927263	150	1.57	13.63	31.94	6.40

N.A. - not available or not calculated

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Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 70 HOTELS AND OTHER LODGING PLACES

BENCHMARK EMPLOYMENT: 9,530

TOTAL NUMBER OF RESPONDENTS:

72

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
MOTOR VEHICLE OPERATORS.....971003	10	0.10	N.A.	N.A.	\$5.80
OTHER MOTOR VEHICLE OPERATORS.....971993	10	0.10	N.A.	N.A.	5.80
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	10	0.10	N.A.	N.A.	5.80
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	10	0.10	N.A.	N.A.	5.80
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	10	0.10	N.A.	N.A.	7.40

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

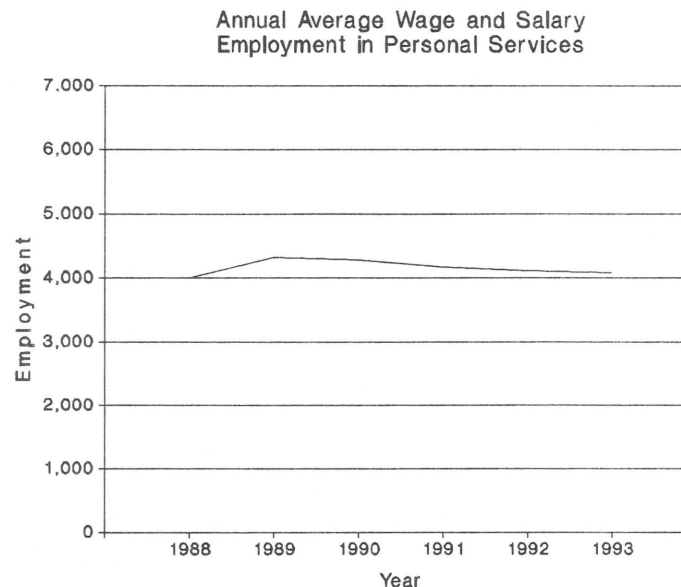
Personal Services–SIC 72

This major group includes establishments primarily engaged in providing services generally to individuals, such as laundries, dry cleaning plants, portrait photographic studios, and beauty and barber shops. Also included are establishments operating as industrial launderers and those primarily engaged in providing linen supply services to commercial and business establishments.

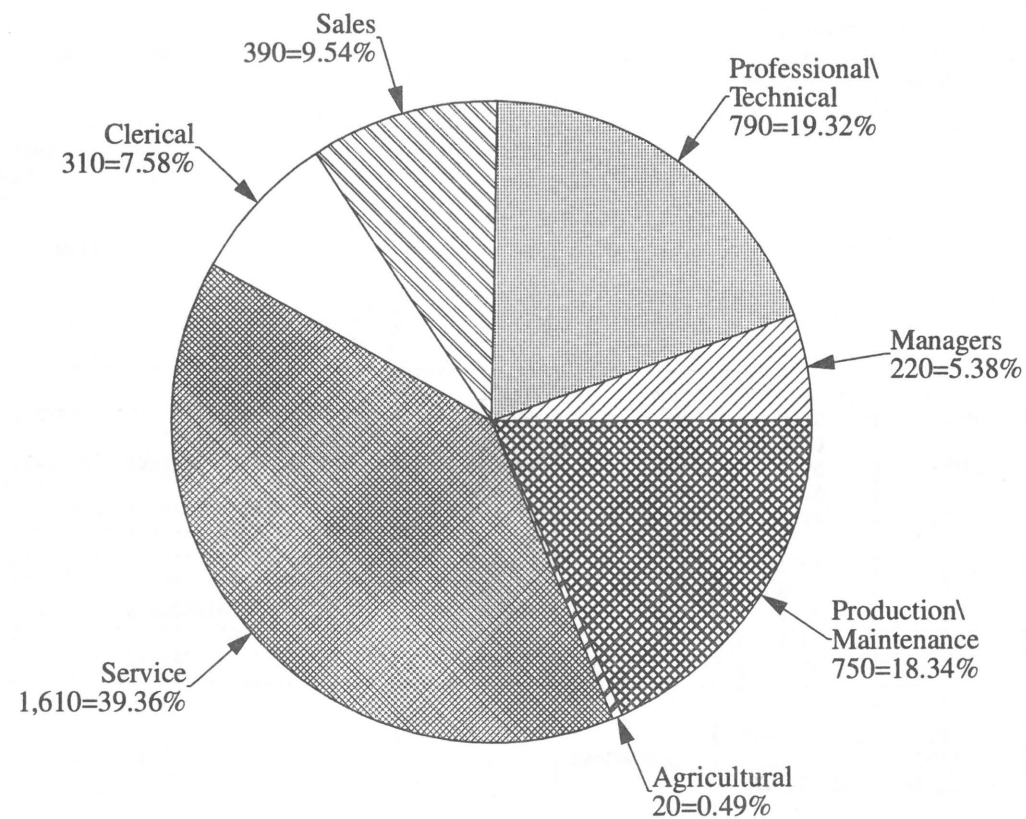
The annual average wage and salary employment in the personal services industry grew 8.3 percent from 4,000 workers to 4,330 workers between 1988 and 1989. However, employment has been declining since then dropping to 4,090 workers in 1993, a 5.5 percent decline over the 1989 level. This is in contrast to a very steady and strong employment growth of 38 percent between 1982 and 1987, and is reflective of the general slowdown of the economy.

In 1993, total wages paid to employees in the personal services industry equaled \$52.3 million. The average annual wage per worker was \$12,794. This average

wage was 11.5 percent higher than the \$11,472 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Personal Services



TOP 11 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 72 PERSONAL SERVICES

TOTAL NUMBER OF RESPONDENTS: 117

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
HAIRDRESSERS, HAIRSTYLISTS COSMETOLOGISTS.....680053	1,060	25.92	3.88	34.19
JANITORS & CLEANERS.....670053	270	6.60	22.78	18.80
LAUNDRY & DRYCLEANIN OPERATORS, EXCEPT PRESSING.....927263	230	5.62	22.69	15.38
COUNTER & RENTAL CLERKS.....490173	210	5.13	26.03	13.68
GENERAL MANAGERS & TO EXECUTIVES.....190053	200	4.89	20.05	35.04
INSTRUCTORS, VOCATIONAL.....313143	120	2.93	25.12	3.42
TAX PREPARERS.....211113	110	2.69	12.85	2.56
FUNERAL DIRECTORS/MORTICIANS.....390113	110	2.69	14.26	11.11
PRESSING MACHINE OPERATORS TEXTILE & GARMENT.....927283	110	2.69	18.22	16.24
PHOTOGRAPHERS.....340233	90	2.20	25.22	4.27
RECEPTIONISTS & INFORMATIO CLERKS.....553053	90	2.20	18.44	18.80
TOTAL	2,490	60.88		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 72 PERSONAL SERVICES

TOTAL NUMBER OF RESPONDENTS: 117

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TO EXECUTIVES.....190053	200	4.89	20.05	35.04
HAIRDRESSERS, HAIRSTYLISTS COSMETOLOGISTS.....680053	1,060	25.92	3.88	34.19
RECEPTIONISTS & INFORMATIO CLERKS.....553053	90	2.20	18.44	18.80
JANITORS & CLEANERS.....670053	270	6.60	22.78	18.80
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	70	1.71	19.21	16.24
PRESSING MACHINE OPERATORS TEXTILE & GARMENT.....927283	110	2.69	18.22	16.24
GENERAL OFFICE CLERKS.....553473	60	1.47	15.63	15.38
LAUNDRY & DRYCLEANIN OPERATORS, EXCEPT PRESSING.....927263	230	5.62	22.69	15.38
COUNTER & RENTAL CLERKS.....490173	210	5.13	26.03	13.68
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	50	1.22	18.79	13.68

MAINE

SIC 72 PERSONAL SERVICES

BENCHMARK EMPLOYMENT: 4,090

TOTAL NUMBER OF RESPONDENTS:

117

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	4,090	100.00	N.A.	N.A.	\$ 8.70
MANAGERIAL & ADMINISTRATIVE.....100003	220	5.38	N.A.	N.A.	17.40
FINANCIAL MANAGERS.....130023	10	0.24	36.89	5.13	13.90
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.24	N.A.	N.A.	14.00
GENERAL MANAGERS & TOP EXECUTIVES.....190053	200	4.89	20.05	35.04	17.80
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	790	19.32	N.A.	N.A.	11.30
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	120	2.93	N.A.	N.A.	9.90
TAX PREPARERS.....211113	110	2.69	12.85	2.56	9.70
OTHER FINANCIAL SPECIALISTS.....211993	10	0.24	N.A.	N.A.	11.10
ALL OTHER MANAGEMENT SUPPORT.....219993	10	0.24	N.A.	N.A.	8.30
TEACHERS.....311003	80	1.96	N.A.	N.A.	9.20
LECTURERS.....311113	80	1.96	42.86	4.27	9.20
INSTRUCTORS, VOCATIONAL.....313143	120	2.93	25.12	3.42	9.20
OTHER TEACHERS/INSTRUCTORS.....313993	200	4.89	N.A.	N.A.	14.00
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	30	0.73	N.A.	N.A.	5.80
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.....329993	30	0.73	N.A.	N.A.	5.80
PHOTOGRAPHERS.....340233	90	2.20	25.22	4.27	6.60
FUNERAL DIRECTORS/MORTICIANS.....390113	110	2.69	14.26	11.11	17.20
EMBALMERS.....390143	20	0.49	45.43	3.42	13.90
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.24	N.A.	N.A.	8.90
SALES & RELATED OCCUPATIONS.....400003	390	9.54	N.A.	N.A.	7.40
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	40	0.98	40.00	5.98	11.10
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	70	1.71	34.45	5.98	9.80
COUNTER & RENTAL CLERKS.....490173	210	5.13	26.03	13.68	6.20
CASHIERS.....490233	30	0.73	39.90	3.42	5.20
ALL OTHER SALES & RELATED.....499993	40	0.98	N.A.	N.A.	7.30
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	310	7.58	N.A.	N.A.	7.50
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	20	0.49	21.70	5.98	13.50
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	70	1.71	19.21	16.24	6.80
RECEPTIONISTS & INFORMATION CLERKS.....553053	90	2.20	18.44	18.80	6.50
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	50	1.22	18.79	13.68	8.00
GENERAL OFFICE CLERKS.....553473	60	1.47	15.63	15.38	7.60

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE
 SIC 72 PERSONAL SERVICES
 BENCHMARK EMPLOYMENT: 4,090 TOTAL NUMBER OF RESPONDENTS: 117
 REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	10	0.24	N.A.	N.A.	\$ 8.00
OTHER OFFICE MACHINE OPERATORS.....560993	10	0.24	N.A.	N.A.	8.00
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	10	0.24	N.A.	N.A.	6.10
SERVICE OCCUPATIONS.....600003	1,610	39.36	N.A.	N.A.	7.50
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE.....610003	70	1.71	N.A.	N.A.	10.80
HEALTH SERVICE & RELATED.....660003	20	0.49	N.A.	N.A.	13.10
OTHER HEALTH SERVICE.....660993	20	0.49	N.A.	N.A.	13.10
MAIDS & HOUSEKEEPING CLEANERS.....670023	30	0.73	39.11	4.27	7.40
JANITORS & CLEANERS.....670053	270	6.60	22.78	18.80	6.80
BARBERS.....680023	30	0.73	19.61	3.42	12.10
HAIRDRESSERS, HAIRSTYLISTS & COSMETOLOGISTS.....680053	1,060	25.92	3.88	34.19	7.20
FUNERAL ATTENDANTS.....680413	70	1.71	20.64	6.84	10.30
OTHER PERSONAL SERVICE.....680993	20	0.49	N.A.	N.A.	5.00
ALL OTHER SERVICE WORKERS.....699993	40	0.98	N.A.	N.A.	4.60
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	20	0.49	N.A.	N.A.	5.80
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....799993	20	0.49	N.A.	N.A.	5.80
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	750	18.34	N.A.	N.A.	7.10
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED.....810003	30	0.73	N.A.	N.A.	10.80
INSPECTORS & RELATED.....830003	20	0.49	N.A.	N.A.	7.10
PRODUCTION INSPECTORS, TEST/GRADE/SORT/SAMPLE/WEIGH.....830053	20	0.49	7.07	5.98	7.10
MECHANICS, INSTALLERS & REPAIRERS.....850003	40	0.98	N.A.	N.A.	7.00
MACHINERY MAINTENANCE MECHANICS.....851103	10	0.24	17.68	3.42	10.30
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	20	0.49	30.12	4.27	5.90
MENDERS, GARMENTS, LINENS & RELATED.....859563	10	0.24	0.00	4.27	6.70
PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.....895003	100	2.44	N.A.	N.A.	7.60
CUSTOM TAILORS & SEWERS.....895053	20	0.49	14.14	4.27	7.70
SPOTTERS, DRY CLEANING.....895143	20	0.49	36.74	6.84	8.70
PRESSERS, DELICATE FABRICS.....895173	50	1.22	17.93	11.97	7.30
OTHER PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.....895993	10	0.24	N.A.	N.A.	6.80
TEXTILE & RELATED SETTERS & OPERATORS.....927003	340	8.31	N.A.	N.A.	6.20
LAUNDRY & DRYCLEANING OPERATORS, EXCEPT PRESSING.....927263	230	5.62	22.69	15.38	6.10
PRESSING MACHINE OPERATORS, TEXTILE & GARMENT.....927283	110	2.69	18.22	16.24	6.50
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....929003	40	0.98	N.A.	N.A.	5.90
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....929983	40	0.98	N.A.	N.A.	5.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

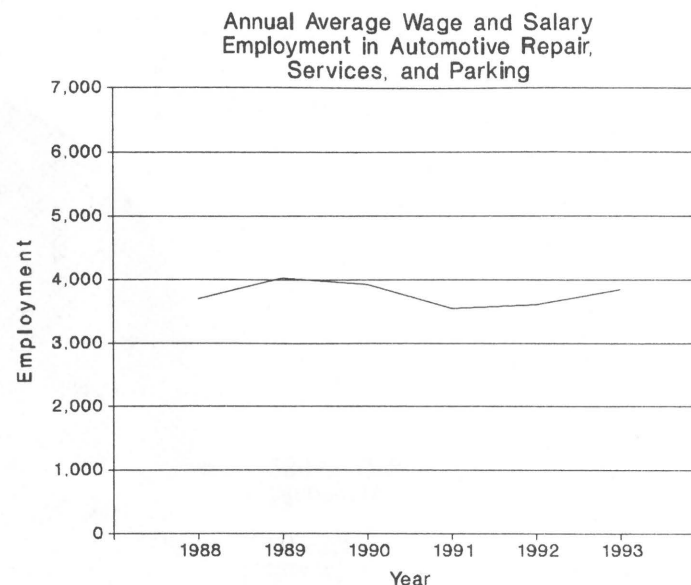
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Automotive Repair, Services, and Parking—SIC 75

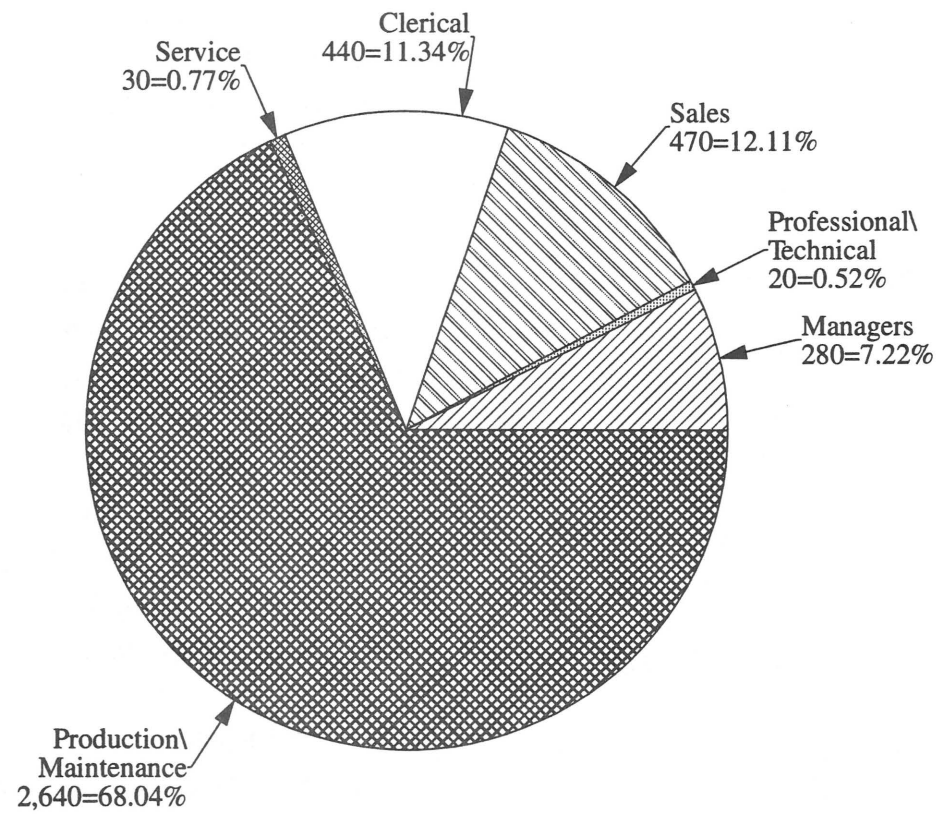
This major group includes establishments primarily engaged in furnishing automotive repair, rental, leasing, and parking services to the general public.

The annual average wage and salary employment in this industry has shown strong growth in the past, increasing from 2,170 workers in 1983 to 4,040 workers in 1989. This represents an 86.2 percent increase over the 6-year period, or 14.4 percent annually. However, employment declined by 490 workers between 1989 and 1991, or 12.1 percent. Recovery in the industry has started, as employment increased by 310 workers between 1991 and 1993 to end the period with 3,860 workers.

In 1993, total wages paid to employees in the automotive repair, services, and parking industry equaled \$71.9 million. The average annual wage per worker was \$18,641. This average wage was 7.0 percent higher than the \$17,429 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Automotive Repair, Services and Parking



TOP 12 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 75 AUTO REPAIR, SERVICES, AND PARKING

TOTAL NUMBER OF RESPONDENTS: 103

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
AUTOMOTIVE MECHANICS.....853023	730	18.81	14.61	39.81
SERVICE STATION ATTENDANTS.....978053	300	7.73	15.01	21.36
BUS & TRUCK MECHANICS DIESEL ENGINE SPECIALISTS.....853113	280	7.22	16.94	13.59
GENERAL MANAGERS & TO EXECUTIVES.....190053	260	6.70	8.40	48.54
AUTOMOTIVE BODY & RELATE REPAIRERS.....853053	250	6.44	22.63	12.62
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	190	4.90	19.33	31.07
VEHICLE WASHERS EQUIPMENT CLEANERS.....989053	190	4.90	16.73	15.53
COUNTER & RENTAL CLERKS.....490173	180	4.64	7.23	15.53
FIRST LINE SUPERVISORS MECHANICS/INSTALLERS/REPAIRERS.....810023	150	3.87	21.41	26.21
FIRST LINE SUPERVISORS SALES & RELATED.....410023	130	3.35	15.59	28.16
TIRE REPAIRERS & CHANGERS.....859533	130	3.35	36.95	11.65
TRUCK DRIVERS-LIGHT, INCLUD DELIVERY/ROUTE WORKERS.....971053	130	3.35	23.27	8.74
TOTAL	2,920	75.26		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 75 AUTO REPAIR, SERVICES, AND PARKING

TOTAL NUMBER OF RESPONDENTS: 103

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TO EXECUTIVES.....190053	260	6.70	8.40	48.54
AUTOMOTIVE MECHANICS.....853023	730	18.81	14.61	39.81
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	190	4.90	19.33	31.07
FIRST LINE SUPERVISORS SALES & RELATED.....410023	130	3.35	15.59	28.16
FIRST LINE SUPERVISORS MECHANICS/INSTALLERS/REPAIRERS.....810023	150	3.87	21.41	26.21
SERVICE STATION ATTENDANTS.....978053	300	7.73	15.01	21.36
GENERAL OFFICE CLERKS.....553473	90	2.32	20.76	17.48
COUNTER & RENTAL CLERKS.....490173	180	4.64	7.23	15.53
VEHICLE WASHERS EQUIPMENT CLEANERS.....989053	190	4.90	16.73	15.53
BUS & TRUCK MECHANICS DIESEL ENGINE SPECIALISTS.....853113	280	7.22	16.94	13.59

MAINE

SIC 75 AUTO REPAIR, SERVICES, AND PARKING

BENCHMARK EMPLOYMENT: 3,880 TOTAL NUMBER OF RESPONDENTS:

103

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	3,880	100.00	N.A.	N.A.	\$ 9.70
MANAGERIAL & ADMINISTRATIVE.....100003	280	7.22	N.A.	N.A.	19.50
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.26	N.A.	N.A.	26.10
GENERAL MANAGERS & TOP EXECUTIVES.....190053	260	6.70	8.40	48.54	19.20
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	10	0.26	N.A.	N.A.	20.40
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	20	0.52	N.A.	N.A.	12.50
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	10	0.26	N.A.	N.A.	14.00
OTHER FINANCIAL SPECIALISTS.....211993	10	0.26	N.A.	N.A.	14.00
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	10	0.26	N.A.	N.A.	9.80
SALES & RELATED OCCUPATIONS.....400003	470	12.11	N.A.	N.A.	9.80
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	130	3.35	15.59	28.16	13.20
SALESPERSONS, PARTS.....490143	70	1.80	20.99	11.65	11.10
COUNTER & RENTAL CLERKS.....490173	180	4.64	7.23	15.53	7.80
CASHIERS.....490233	80	2.06	19.28	7.77	6.50
ALL OTHER SALES & RELATED.....499993	10	0.26	N.A.	N.A.	14.60
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	440	11.34	N.A.	N.A.	7.70
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	10	0.26	36.85	2.91	10.50
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....531993	10	0.26	N.A.	N.A.	8.20
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	50	1.29	26.23	8.74	6.50
RECEPTIONISTS & INFORMATION CLERKS.....553053	20	0.52	27.27	4.85	8.30
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	190	4.90	19.33	31.07	8.40
GENERAL OFFICE CLERKS.....553473	90	2.32	20.76	17.48	6.70
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	60	1.55	N.A.	N.A.	6.80
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	50	1.29	42.66	8.74	7.00
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	10	0.26	N.A.	N.A.	5.80
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	10	0.26	N.A.	N.A.	7.70
SERVICE OCCUPATIONS.....600003	30	0.77	N.A.	N.A.	6.00
JANITORS & CLEANERS.....670053	30	0.77	31.13	6.80	6.00
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	2,640	68.04	N.A.	N.A.	9.00
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	150	3.87	N.A.	N.A.	12.60

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 75 AUTO REPAIR, SERVICES, AND PARKING

BENCHMARK EMPLOYMENT: 3,880 TOTAL NUMBER OF RESPONDENTS:

103

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	150	3.87	21.41	26.21	\$12.60
MECHANICS, INSTALLERS & REPAIRERS.....850003	1,430	36.86	N.A.	N.A.	10.30
AUTOMOTIVE MECHANICS.....853023	730	18.81	14.61	39.81	10.20
AUTOMOTIVE BODY & RELATED REPAIRERS.....853053	250	6.44	22.63	12.62	9.90
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....853113	280	7.22	16.94	13.59	11.90
OTHER ELECTRICAL/ELECTRONIC EQUIPMENT MECHANIC/INSTALL.....857993	40	1.03	N.A.	N.A.	9.30
TIRE REPAIRERS & CHANGERS.....859533	130	3.35	36.95	11.65	8.10
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	70	1.80	N.A.	N.A.	8.20
GLAZIERS.....878113	70	1.80	49.59	2.91	8.20
PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.....895003	30	0.77	N.A.	N.A.	11.40
OTHER PRECISION TEXTILE, APPAREL & FURNISHINGS WORKERS.....895993	30	0.77	N.A.	N.A.	11.40
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....929003	20	0.52	N.A.	N.A.	8.90
OTHER MACHINE OPERATORS, EXCEPT METAL/PLASTIC.....929983	20	0.52	N.A.	N.A.	8.90
OTHER HAND WORKERS, NEC.....939003	20	0.52	N.A.	N.A.	9.80
OTHER HAND WORKERS, NEC.....939993	20	0.52	N.A.	N.A.	9.80
MOTOR VEHICLE OPERATORS.....971003	300	7.73	N.A.	N.A.	6.80
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	60	1.55	24.26	2.91	7.80
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	130	3.35	23.27	8.74	7.40
OTHER MOTOR VEHICLE OPERATORS.....971993	110	2.84	N.A.	N.A.	5.50
SERVICE STATION ATTENDANTS.....978053	300	7.73	15.01	21.36	6.00
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	240	6.19	N.A.	N.A.	5.60
HELPERS, MECHANIC & REPAIRER.....981023	50	1.29	28.46	6.80	6.10
VEHICLE WASHERS & EQUIPMENT CLEANERS.....989053	190	4.90	16.73	15.53	5.40
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	80	2.06	N.A.	N.A.	7.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

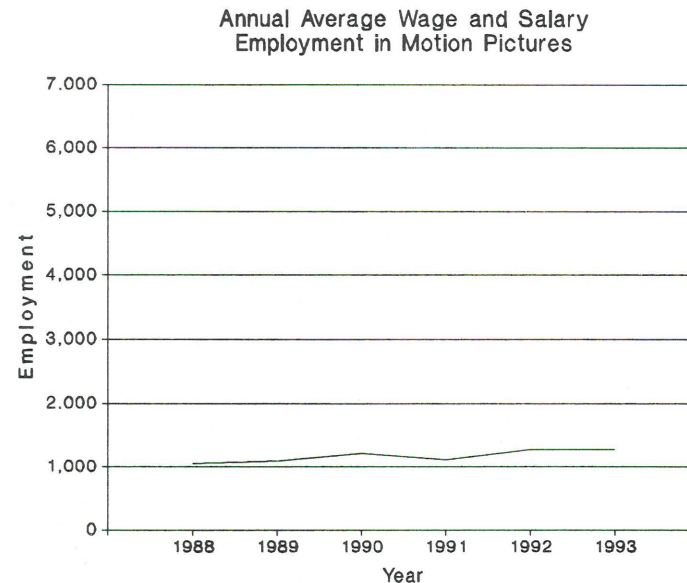
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Motion Pictures—SIC 78

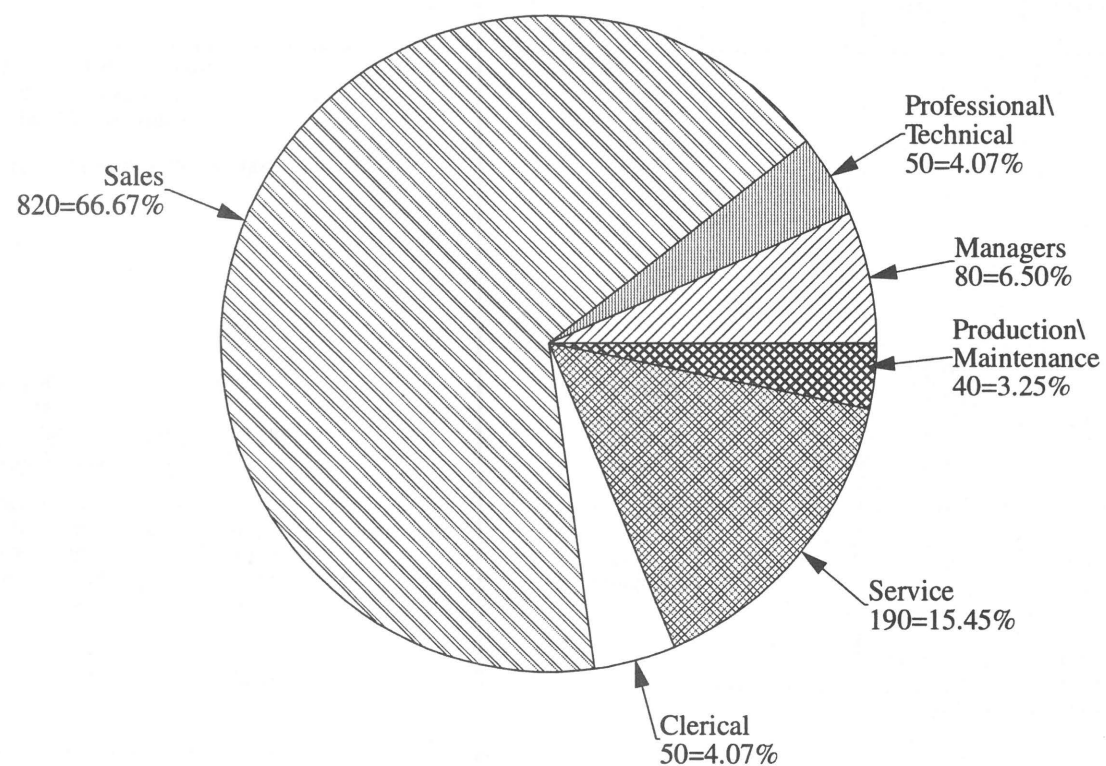
This major group includes establishments producing and distributing motion pictures, exhibiting motion pictures in commercially operated theaters, and furnishing services to the motion picture industry. Video tape rental stores are also included.

The annual average wage and salary employment in this industry has grown from 1,060 workers in 1988 to 1,280 workers in 1993, a 20.8 percent increase over the 5-year period. This increase is due to employment in video stores which increased by 43.0 percent over this time frame while employment in the other components of the industry showed slight declines. Video store employment represented 57.0 percent of the motion picture industry in 1988, but by 1993 it represented 67.5 percent.

In 1993, total wages paid to employees in the motion picture industry equaled \$12.5 million. The average annual wage per worker was \$9,797. This average wage was 13.0 percent lower than the \$11,262 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Motion Pictures



TOP 9 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 78 MOTION PICTURES

TOTAL NUMBER OF RESPONDENTS: 73

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
COUNTER & RENTAL CLERKS.....490173	590	47.97	2.42	75.34
FIRST LINE SUPERVISORS SALES & RELATED.....410023	190	15.45	1.49	57.53
COUNTER ATTENDANTS, COFFE SHOP, LUNCHROOM, CAFETERIA.....650173	100	8.13	13.96	9.59
GENERAL MANAGERS & TO EXECUTIVES.....190053	40	3.25	8.45	21.92
CASHIERS.....490233	40	3.25	16.84	10.96
MOTION PICTURE PROJECTIONISTS.....929053	40	3.25	10.66	15.07
USHERS, LOBBY ATTENDANTS TICKET TAKERS.....680213	30	2.44	3.57	8.22
FINANCIAL MANAGERS.....130023	20	1.63	26.31	6.85
JANITORS & CLEANERS.....670053	20	1.63	11.55	6.85
TOTAL	1,070	86.99		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 78 MOTION PICTURES

TOTAL NUMBER OF RESPONDENTS: 73

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
COUNTER & RENTAL CLERKS.....490173	590	47.97	2.42	75.34
FIRST LINE SUPERVISORS SALES & RELATED.....410023	190	15.45	1.49	57.53
GENERAL MANAGERS & TO EXECUTIVES.....190053	40	3.25	8.45	21.92
MOTION PICTURE PROJECTIONISTS.....929053	40	3.25	10.66	15.07
CASHIERS.....490233	40	3.25	16.84	10.96
COUNTER ATTENDANTS, COFFE SHOP, LUNCHROOM, CAFETERIA.....650173	100	8.13	13.96	9.59
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	10	0.81	15.75	8.22
USHERS, LOBBY ATTENDANTS TICKET TAKERS.....680213	30	2.44	3.57	8.22
FINANCIAL MANAGERS.....130023	20	1.63	26.31	6.85
JANITORS & CLEANERS.....670053	20	1.63	11.55	6.85

MAINE
SIC 78 MOTION PICTURES
BENCHMARK EMPLOYMENT: 1,240
REFERENCE DATE : June 12, 1993

TOTAL NUMBER OF RESPONDENTS: 73

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	1,230	100.00	N.A.	N.A.	\$ 7.10
MANAGERIAL & ADMINISTRATIVE.....100003	80	6.50	N.A.	N.A.	15.30
FINANCIAL MANAGERS.....130023	20	1.63	26.31	6.85	12.00
ADMINISTRATIVE MANAGERS.....130143	10	0.81	34.64	5.48	16.90
OTHER ADMINISTRATIVE MANAGERS.....130993	10	0.81	N.A.	N.A.	19.70
GENERAL MANAGERS & TOP EXECUTIVES.....190053	40	3.25	8.45	21.92	15.15
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	50	4.07	N.A.	N.A.	20.50
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	50	4.07	N.A.	N.A.	20.50
SALES & RELATED OCCUPATIONS.....400003	820	66.67	N.A.	N.A.	5.70
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	190	15.45	1.49	57.53	7.90
COUNTER & RENTAL CLERKS.....490173	590	47.97	2.42	75.34	5.10
CASHIERS.....490233	40	3.25	16.84	10.96	5.30
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	50	4.07	N.A.	N.A.	10.50
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	10	0.81	15.75	8.22	6.30
GENERAL OFFICE CLERKS.....553473	10	0.81	0.00	5.48	7.10
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	30	2.44	N.A.	N.A.	13.30
SERVICE OCCUPATIONS.....600003	190	15.45	N.A.	N.A.	5.70
FIRST LINE SUPERVISORS & MANAGER/SUPERVISORS, SERVICE.....610003	20	1.63	N.A.	N.A.	8.00
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	120	9.76	N.A.	N.A.	5.60
COUNTER ATTENDANTS, COFFEE SHOP, LUNCHROOM, CAFETERIA.....650173	100	8.13	13.96	9.59	5.70
OTHER FOOD SERVICE WORKERS.....650993	20	1.63	N.A.	N.A.	5.20
JANITORS & CLEANERS.....670053	20	1.63	11.55	6.85	4.80
USHERS, LOBBY ATTENDANTS & TICKET TAKERS.....680213	30	2.44	3.57	8.22	4.90
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	40	3.25	N.A.	N.A.	6.90
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....929003	40	3.25	N.A.	N.A.	6.90
MOTION PICTURE PROJECTIONISTS.....929053	40	3.25	10.66	15.07	6.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

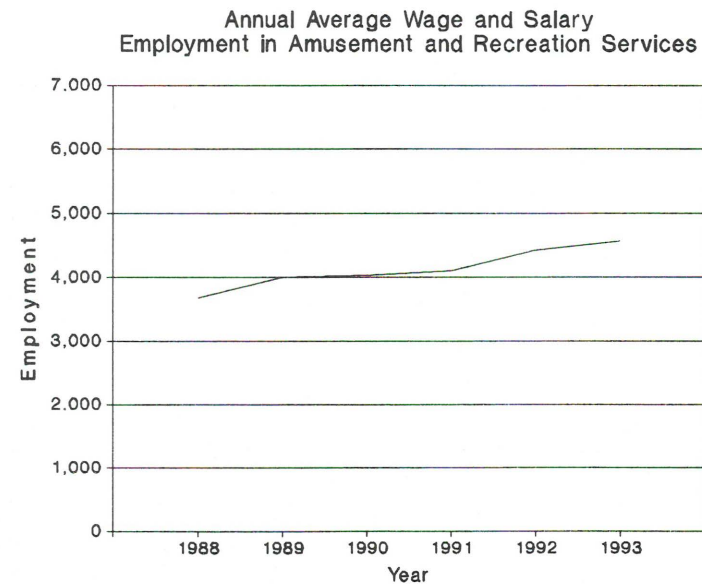
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Amusement and Recreation Services—SIC 79

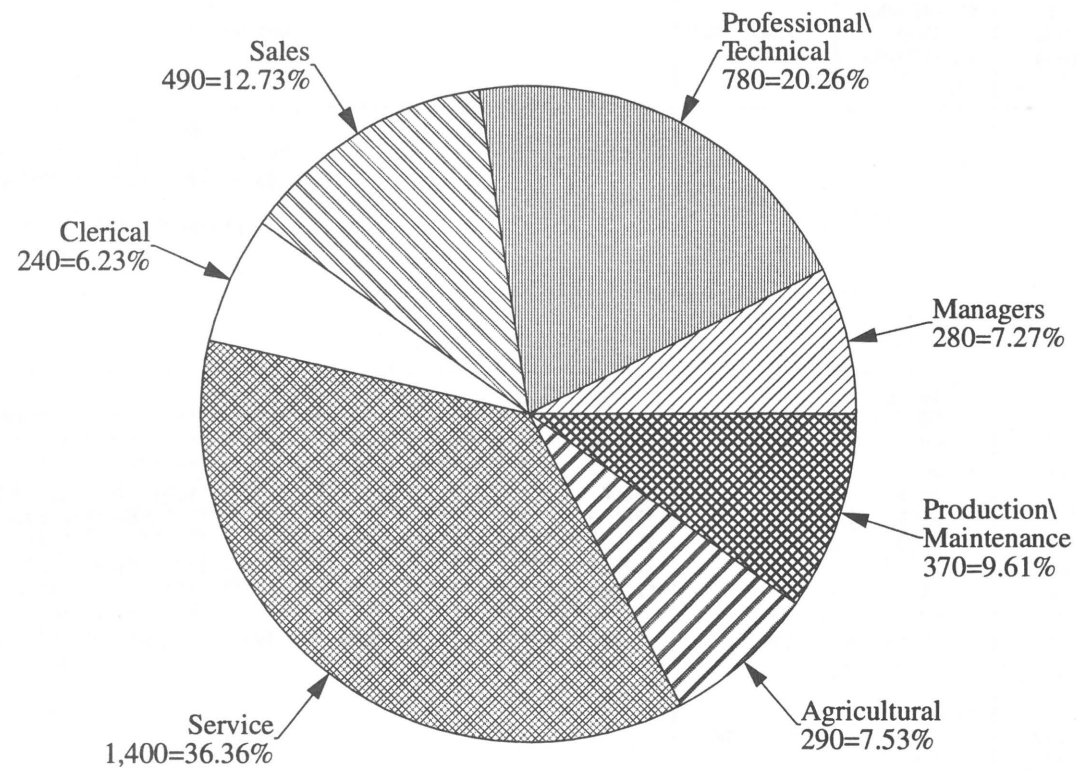
This major group includes establishments engaged in providing amusement or entertainment services, not elsewhere classified. This includes dance studios and schools, theatrical producers (except motion pictures), bands, bowling centers, commercial sports, physical fitness facilities, golf courses and amusement parks.

The annual average wage and salary employment in this industry increased by 24.1 percent, from 3,690 workers in 1988 to 4,580 workers in 1993, adding employment straight through the recessionary years of 1990 and 1991, although at a slower rate. During the prior years of 1975 to 1987, employment increased by a total of 104.7 percent, adding a total of 1,675 workers.

In 1993, total wages paid to employees in the amusement and recreation services industry equaled \$51.4 million. The average annual wage per worker was \$11,229. This average wage was 4.8 percent higher than the \$10,710 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Amusement and Recreation Services



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 79 AMUSEMENT & RECREATION SERVICES

TOTAL NUMBER OF RESPONDENTS: 56

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
INSTRUCTORS & COACHES, SPORTS & PHYSICAL TRAINING.....313213	450	11.69	13.92	35.71
AMUSEMENT & RECREATION ATTENDANTS.....680143	270	7.01	26.74	23.21
COUNTER & RENTAL CLERKS.....490173	230	5.97	27.69	30.36
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	210	5.45	39.18	39.29
WAITERS & WAITRESSES.....650083	190	4.94	13.27	28.57
MAIDS & HOUSEKEEPING CLEANERS.....670023	170	4.42	5.92	17.86
GENERAL MANAGERS & TOP EXECUTIVES.....190053	150	3.90	9.78	66.07
CASHIERS.....490233	150	3.90	33.91	19.64
BARTENDERS.....650053	80	2.08	15.17	32.14
CHILD CARE WORKERS.....680383	80	2.08	26.42	17.86
TOTAL	1,980	51.43		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 79 AMUSEMENT & RECREATION SERVICES

TOTAL NUMBER OF RESPONDENTS: 56

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TOP EXECUTIVES.....190053	150	3.90	9.78	66.07
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	210	5.45	39.18	39.29
BOOKKEEPING, ACCOUNTING, AUDITING CLERKS.....553383	50	1.30	22.59	37.50
INSTRUCTORS & COACHES, SPORTS & PHYSICAL TRAINING.....313213	450	11.69	13.92	35.71
BARTENDERS.....650053	80	2.08	15.17	32.14
COUNTER & RENTAL CLERKS.....490173	230	5.97	27.69	30.36
WAITERS & WAITRESSES.....650083	190	4.94	13.27	28.57
JANITORS & CLEANERS.....670053	60	1.56	26.47	28.57
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	60	1.56	20.73	26.79
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	60	1.56	32.26	26.79

MAINE

SIC 79 AMUSEMENT & RECREATION SERVICES

BENCHMARK EMPLOYMENT: 3,870

TOTAL NUMBER OF RESPONDENTS:

56

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	3,850	100.00	N.A.	N.A.	\$ 7.60
MANAGERIAL & ADMINISTRATIVE.....100003	280	7.27	N.A.	N.A.	12.80
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	40	1.04	28.17	16.07	11.00
ADMINISTRATIVE MANAGERS.....130143	30	0.78	49.22	8.93	9.20
OTHER ADMINISTRATIVE MANAGERS.....130993	30	0.78	N.A.	N.A.	13.80
FOOD SERVICE/LODGING MANAGERS.....150263	10	0.26	0.00	12.50	16.30
GENERAL MANAGERS & TOP EXECUTIVES.....190053	150	3.90	9.78	66.07	13.30
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	20	0.52	N.A.	N.A.	13.80
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	780	20.26	N.A.	N.A.	9.90
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	30	0.78	N.A.	N.A.	8.60
OTHER FINANCIAL SPECIALISTS.....211993	30	0.78	N.A.	N.A.	8.60
ALL OTHER MANAGEMENT SUPPORT.....219993	30	0.78	N.A.	N.A.	7.90
RECREATION WORKERS.....273113	20	0.52	48.22	7.14	8.30
INSTRUCTORS & COACHES, SPORTS & PHYSICAL TRAINING.....313213	450	11.69	13.92	35.71	7.90
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	20	0.52	N.A.	N.A.	8.10
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.....329993	20	0.52	N.A.	N.A.	8.10
PUBLIC RELATIONS SPECIALISTS & PUBLICITY WRITERS.....340083	10	0.26	0.00	8.93	10.80
PHOTOGRAPHERS.....340233	10	0.26	16.67	7.14	7.10
PRODUCERS, DIRECTORS, ACTORS & OTHER ENTERTAINERS.....340563	30	0.78	19.08	5.36	7.00
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	180	4.68	N.A.	N.A.	17.20
SALES & RELATED OCCUPATIONS.....400003	490	12.73	N.A.	N.A.	6.40
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	60	1.56	20.73	26.79	9.80
COUNTER & RENTAL CLERKS.....490173	230	5.97	27.69	30.36	5.70
CASHIERS.....490233	150	3.90	33.91	19.64	6.20
ALL OTHER SALES & RELATED.....499993	50	1.30	N.A.	N.A.	6.60
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	240	6.23	N.A.	N.A.	6.90
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	60	1.56	32.26	26.79	6.60
RECEPTIONISTS & INFORMATION CLERKS.....553053	40	1.04	14.30	12.50	7.30
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	50	1.30	22.59	37.50	7.80
GENERAL OFFICE CLERKS.....553473	30	0.78	12.16	17.86	6.00
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	60	1.56	N.A.	N.A.	6.70
SERVICE OCCUPATIONS.....600003	1,400	36.36	N.A.	N.A.	6.00

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 79 AMUSEMENT & RECREATION SERVICES

BENCHMARK EMPLOYMENT: 3,870

TOTAL NUMBER OF RESPONDENTS:

56

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
HOUSEKEEPERS.....610083	20	0.52	6.25	8.93	\$ 7.30
OTHER PROTECTIVE SERVICE.....630993	40	1.04	N.A.	N.A.	6.90
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	650	16.88	N.A.	N.A.	6.00
HOSTS & HOSTESSES, LOUNGE, RESTAURANT & COFFEE SHOP.....650023	20	0.52	17.65	10.71	7.20
BARTENDERS.....650053	80	2.08	15.17	32.14	5.80
WAITERS & WAITRESSES.....650083	190	4.94	13.27	28.57	5.20
DINING ROOM & CAFETERIA ATTENDANTS, BARTENDER HELP.....650143	30	0.78	26.76	7.14	5.00
COUNTER ATTENDANTS, COFFEE SHOP, LUNCHROOM, CAFETERIA.....650173	70	1.82	36.04	8.93	7.00
COOKS, RESTAURANT.....650263	60	1.56	15.78	23.21	8.40
COOKS, SHORT ORDER.....650353	20	0.52	38.69	16.07	7.10
FOOD PREPARATION WORKERS.....650383	20	0.52	30.20	10.71	6.20
COMBINED FOOD PREPARATION & SERVICE WORKERS.....650413	30	0.78	33.31	10.71	5.30
OTHER FOOD SERVICE WORKERS.....650993	130	3.38	N.A.	N.A.	5.70
MAIDS & HOUSEKEEPING CLEANERS.....670023	170	4.42	5.92	17.86	4.90
JANITORS & CLEANERS.....670053	60	1.56	26.47	28.57	5.70
OTHER CLEANING & BUILDING SERVICE WORKERS.....670993	20	0.52	N.A.	N.A.	6.70
AMUSEMENT & RECREATION ATTENDANTS.....680143	270	7.01	26.74	23.21	6.00
USHERS, LOBBY ATTENDANTS & TICKET TAKERS.....680213	60	1.56	0.00	7.14	6.10
CHILD CARE WORKERS.....680383	80	2.08	26.42	17.86	6.30
OTHER PERSONAL SERVICE.....680993	20	0.52	N.A.	N.A.	10.50
ALL OTHER SERVICE WORKERS.....699993	10	0.26	N.A.	N.A.	7.10
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	290	7.53	N.A.	N.A.	7.30
GARDENERS & GROUNDSKEEPERS.....790303	290	7.53	24.84	21.43	7.30
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	370	9.61	N.A.	N.A.	7.00
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	20	0.52	N.A.	N.A.	15.50
MECHANICS, INSTALLERS & REPAIRERS.....850003	220	5.71	N.A.	N.A.	6.50
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	210	5.45	39.18	39.29	6.40
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	10	0.26	N.A.	N.A.	8.70
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	20	0.52	N.A.	N.A.	9.10
CARPENTERS.....871023	10	0.26	0.00	5.36	9.90
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS.....879993	10	0.26	N.A.	N.A.	8.40
OTHER TEXTILE & RELATED SETTERS & OPERATORS.....927993	10	0.26	N.A.	N.A.	4.60
OTHER HAND WORKERS, NEC.....939003	10	0.26	N.A.	N.A.	10.10
OTHER HAND WORKERS, NEC.....939993	10	0.26	N.A.	N.A.	10.10
MOTOR VEHICLE OPERATORS.....971003	40	1.04	N.A.	N.A.	5.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 79 AMUSEMENT & RECREATION SERVICES

BENCHMARK EMPLOYMENT: 3,870

TOTAL NUMBER OF RESPONDENTS:

56

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	20	0.52	23.57	5.36	\$ 5.40
OTHER MOTOR VEHICLE OPERATORS.....971993	20	0.52	N.A.	N.A.	6.30
ALL OTHER TRANSPORTATION & RELATED WORKERS.....978993	10	0.26	N.A.	N.A.	4.70
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	30	0.78	N.A.	N.A.	6.50
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	30	0.78	N.A.	N.A.	6.50
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	10	0.26	N.A.	N.A.	6.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

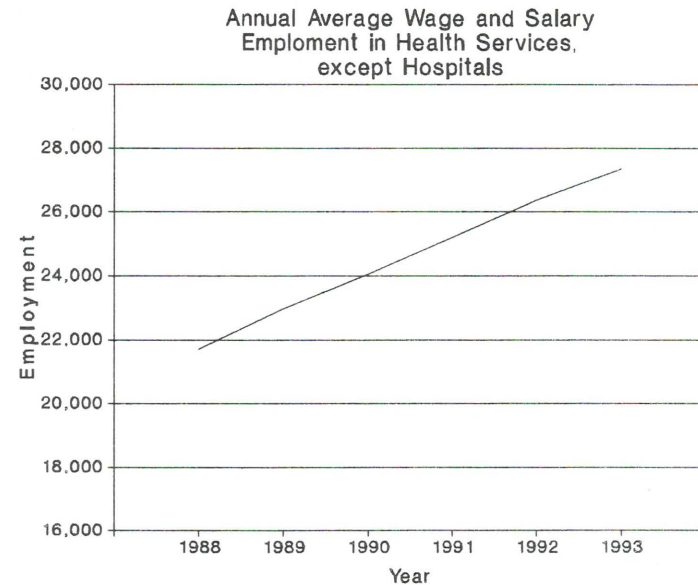
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Health Services, except Hospitals—SIC 80, except SIC 806

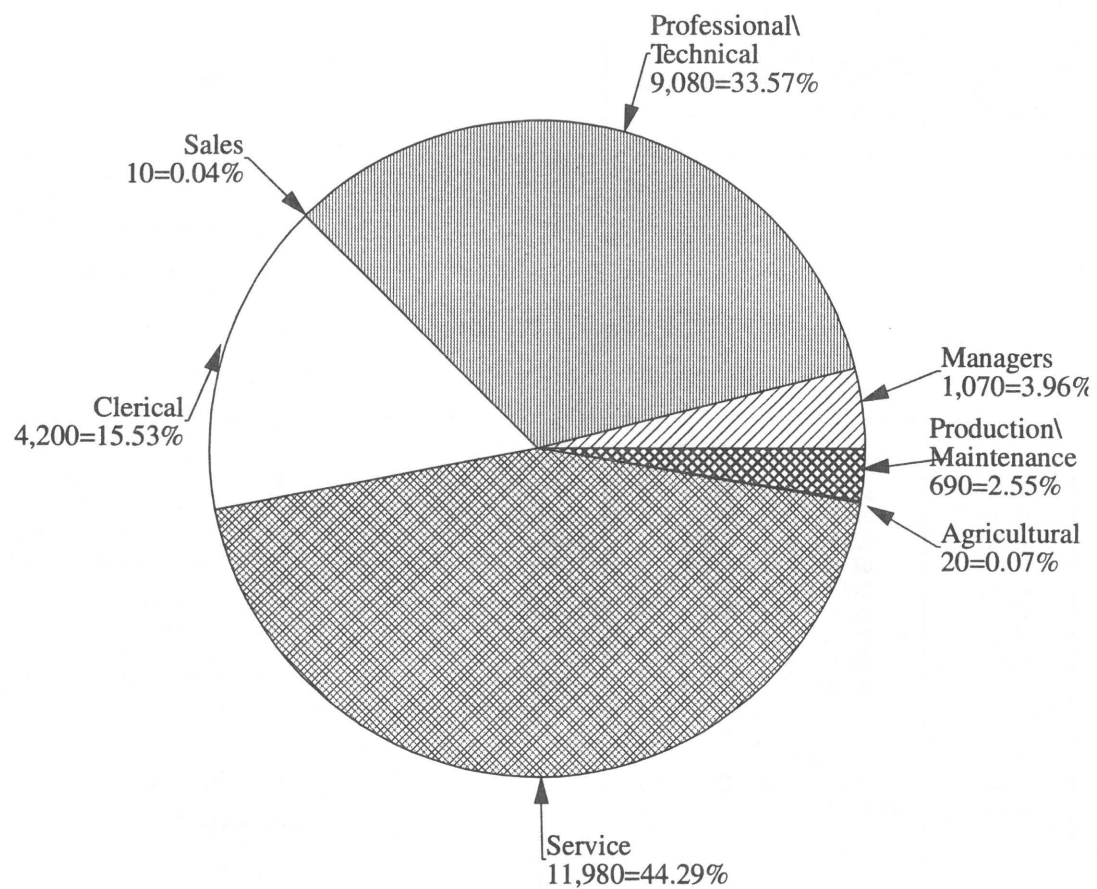
This major group includes establishments, other than hospitals, primarily engaged in furnishing medical and other health services to persons.

The annual average wage and salary employment in this industry has shown consistently strong growth for many years. From an employment level of 10,275 workers in 1975, this industry has added 17,085 jobs to reach a level of 27,360 workers in 1993. This represents an increase of 166.3 percent. The actual annual percent increases ranged from 6.3 to 10.5 percent between 1975 and 1979, and from 4.6 to 5.9 percent between 1979 and 1992, except for a slower period between 1981 and 1982 when employment increased by 3.9 percent. Between 1992 and 1993 this industry added 980 workers, an increase of only 3.7 percent.

In 1993, total wages paid to employees in the health services industry, other than hospitals, equaled \$638.1 million. The average annual wage per worker was \$23,325. This average wage was 11.3 percent higher than the \$20,964 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Health Services, except Hospitals



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 80 HEALTH SERVICES, EX HOSPITALS

TOTAL NUMBER OF RESPONDENTS: 140

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
NURSING AIDES, ORDERLIE & ATTENDANTS.....660083	6,000	22.18	2.33	19.29
REGISTERED NURSES.....325023	2,280	8.43	8.68	45.00
LICENSED PRACTICAL NURSES.....325053	1,470	5.43	5.50	35.00
HOME HEALTH AIDES.....660113	1,230	4.55	11.14	10.00
PHYSICIANS & SURGEONS.....321023	1,130	4.18	11.38	27.14
RECEPTIONISTS & INFORMATIO CLERKS.....553053	1,000	3.70	16.65	45.71
MAIDS & HOUSEKEEPING CLEANERS.....670023	1,000	3.70	8.18	27.14
MEDICAL SECRETARIES.....551053	780	2.88	20.32	30.00
DENTAL HYGIENISTS.....329083	760	2.81	12.58	12.86
DENTAL ASSISTANTS.....660023	610	2.26	10.54	14.29
TOTAL	16,260	60.11		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 80 HEALTH SERVICES, EX HOSPITALS

TOTAL NUMBER OF RESPONDENTS: 140

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
RECEPTIONISTS & INFORMATIO CLERKS.....553053	1,000	3.70	16.65	45.71
REGISTERED NURSES.....325023	2,280	8.43	8.68	45.00
LICENSED PRACTICAL NURSES.....325053	1,470	5.43	5.50	35.00
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	470	1.74	14.55	32.86
GENERAL MANAGERS & TO EXECUTIVES.....190053	230	0.85	11.29	30.00
MEDICAL SECRETARIES.....551053	780	2.88	20.32	30.00
HEALTH SERVICES MANAGERS.....150083	320	1.18	16.65	29.29
PHYSICIANS & SURGEONS.....321023	1,130	4.18	11.38	27.14
MAIDS & HOUSEKEEPING CLEANERS.....670023	1,000	3.70	8.18	27.14
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	280	1.04	21.76	25.71

MAINE

SIC 80 HEALTH SERVICES, EX HOSPITALS

BENCHMARK EMPLOYMENT: 27,060

TOTAL NUMBER OF RESPONDENTS:

140

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	27,050	100.00	N.A.	N.A.	\$12.70
MANAGERIAL & ADMINISTRATIVE.....100003	1,070	3.96	N.A.	N.A.	18.70
FINANCIAL MANAGERS.....130023	160	0.59	17.99	19.29	16.70
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	30	0.11	32.92	7.86	17.00
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	40	0.15	34.29	6.43	17.10
ADMINISTRATIVE MANAGERS.....130143	90	0.33	14.66	13.57	20.70
HEALTH SERVICES MANAGERS.....150083	320	1.18	16.65	29.29	17.90
FOOD SERVICE/LODGING MANAGERS.....150263	100	0.37	8.10	12.86	11.00
GENERAL MANAGERS & TOP EXECUTIVES.....190053	230	0.85	11.29	30.00	25.00
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	100	0.37	N.A.	N.A.	17.20
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	9,080	33.57	N.A.	N.A.	21.00
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	20	0.07	N.A.	N.A.	28.80
ACCOUNTANTS & AUDITORS.....211143	10	0.04	0.00	3.57	14.20
OTHER FINANCIAL SPECIALISTS.....211993	10	0.04	N.A.	N.A.	40.00
ALL OTHER MANAGEMENT SUPPORT.....219993	20	0.07	N.A.	N.A.	11.20
LIFE SCIENTISTS.....243003	30	0.11	N.A.	N.A.	11.50
ALL OTHER LIFE SCIENTISTS.....243993	30	0.11	N.A.	N.A.	11.50
COMPUTER SCIENTISTS & RELATED.....251003	10	0.04	N.A.	N.A.	14.10
SYSTEMS ANALYSTS.....251023	10	0.04	9.09	3.57	14.10
SOCIAL SCIENTISTS, INCLUDING URBAN & REGIONAL PLANNERS.....271003	270	1.00	N.A.	N.A.	42.50
ALL OTHER SOCIAL SCIENTISTS.....271993	270	1.00	N.A.	N.A.	42.50
SOCIAL WORKERS, MEDICAL & PSYCHIATRIC.....273023	390	1.44	28.47	22.14	10.90
SOCIAL WORKERS, EXCEPT MEDICAL & PSYCHIATRIC.....273053	120	0.44	14.65	10.71	12.00
HUMAN SERVICES WORKERS.....273083	180	0.67	40.61	5.00	9.20
RECREATION WORKERS.....273113	240	0.89	9.13	13.57	7.80
OTHER TEACHERS/INSTRUCTORS.....313993	20	0.07	N.A.	N.A.	11.30
OTHER LIBRARIANS/ARCHIVISTS & CURATORS.....315993	10	0.04	N.A.	N.A.	10.90
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	7,730	28.58	N.A.	N.A.	21.70
PHYSICIANS & SURGEONS.....321023	1,130	4.18	11.38	27.14	54.60
DENTISTS.....321053	190	0.70	18.33	8.57	52.20
OTHER HEALTH DIAGNOSING & TREATING PRACTITIONERS.....321993	130	0.48	N.A.	N.A.	41.80
OCCUPATIONAL THERAPISTS.....323053	60	0.22	25.60	8.57	18.20
PHYSICAL THERAPISTS.....323083	230	0.85	30.45	13.57	22.20
SPEECH PATHOLOGISTS & AUDIOLOGISTS.....323143	100	0.37	48.37	7.86	18.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 80 HEALTH SERVICES, EX HOSPITALS

BENCHMARK EMPLOYMENT: 27,060

TOTAL NUMBER OF RESPONDENTS:

140

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
RECREATIONAL THERAPISTS.....323173	50	0.18	33.22	5.71	\$10.50
ALL OTHER THERAPISTS.....323993	40	0.15	N.A.	N.A.	9.30
REGISTERED NURSES.....325023	2,280	8.43	8.68	45.00	15.00
LICENSED PRACTICAL NURSES.....325053	1,470	5.43	5.50	35.00	10.80
PHYSICIAN'S ASSISTANTS.....325113	230	0.85	22.64	10.00	30.10
DIETITIANS & NUTRITIONISTS.....325213	20	0.07	42.11	3.57	21.00
DIETETIC TECHNICIANS.....325233	50	0.18	23.58	5.00	8.80
MEDICAL & CLINICAL LABORATORY TECHNOLOGISTS.....329023	160	0.59	37.06	5.71	14.70
MEDICAL & CLINICAL LABORATORY TECHNICIANS.....329053	120	0.44	39.49	8.57	10.50
DENTAL HYGIENISTS.....329083	760	2.81	12.58	12.86	16.30
MEDICAL RECORDS TECHNICIANS.....329113	60	0.22	42.72	6.43	6.50
RADIOLOGIC TECHNOLOGISTS.....329173	200	0.74	22.65	7.86	13.20
RADIOLOGIC TECHNICIANS.....329213	70	0.26	46.62	4.29	14.20
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.....329993	380	1.40	N.A.	N.A.	11.10
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	40	0.15	N.A.	N.A.	11.40
SALES & RELATED OCCUPATIONS.....400003	10	0.04	N.A.	N.A.	9.60
ALL OTHER SALES & RELATED.....499993	10	0.04	N.A.	N.A.	9.60
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	4,200	15.53	N.A.	N.A.	9.50
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	470	1.74	14.55	32.86	13.10
INSURANCE CLAIMS CLERKS.....533113	40	0.15	48.35	3.57	9.00
BILL & ACCOUNT COLLECTORS.....535083	60	0.22	32.01	7.14	8.40
MEDICAL SECRETARIES.....551053	780	2.88	20.32	30.00	10.20
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	420	1.55	20.90	25.00	8.80
RECEPTIONISTS & INFORMATION CLERKS.....553053	1,000	3.70	16.65	45.71	7.90
TYPISTS, INCLUDING WORD PROCESSING.....553073	280	1.04	21.31	17.86	8.00
PERSONNEL CLERKS, EXCEPT PAYROLL & TIMEKEEPING.....553143	10	0.04	0.00	4.29	8.70
FILE CLERKS.....553213	80	0.30	49.95	4.29	5.20
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	280	1.04	21.76	25.71	11.10
PAYROLL & TIMEKEEPING CLERKS.....553413	60	0.22	13.36	11.43	8.40
BILLING, COST & RATE CLERKS.....553443	360	1.33	18.19	18.57	9.60
GENERAL OFFICE CLERKS.....553473	120	0.44	29.65	11.43	8.60
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	80	0.30	N.A.	N.A.	10.10
OPERATORS, BILLING/POSTING/ CALCULATING MACHINES.....560023	60	0.22	41.44	4.29	10.50
DATA ENTRY KEYERS, EXCEPT COMPOSING.....560173	20	0.07	37.08	3.57	8.80
SWITCHBOARD OPERATORS.....571023	40	0.15	22.43	7.14	8.60

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 80 HEALTH SERVICES, EX HOSPITALS

BENCHMARK EMPLOYMENT: 27,060 TOTAL NUMBER OF RESPONDENTS: 140

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	20	0.07	N.A.	N.A.	\$10.50
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	10	0.04	19.25	3.57	13.90
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....580283	10	0.04	0.00	2.14	8.30
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	100	0.37	N.A.	N.A.	9.60
SERVICE OCCUPATIONS.....600003	11,980	44.29	N.A.	N.A.	7.20
HOUSEKEEPERS.....610083	110	0.41	13.75	14.29	8.60
OTHER SERVICE SUPERVISORS.....610993	40	0.15	N.A.	N.A.	8.30
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	1,480	5.47	N.A.	N.A.	6.20
COOKS, INSTITUTION OR CAFETERIA.....650283	390	1.44	13.57	12.86	6.90
FOOD PREPARATION WORKERS.....650383	470	1.74	24.16	8.57	5.90
OTHER FOOD SERVICE WORKERS.....650993	620	2.29	N.A.	N.A.	6.10
HEALTH SERVICE & RELATED.....660003	8,930	33.01	N.A.	N.A.	7.40
DENTAL ASSISTANTS.....660023	610	2.26	10.54	14.29	9.20
MEDICAL ASSISTANTS.....660053	560	2.07	21.23	14.29	8.00
NURSING AIDES, ORDERLIES & ATTENDANTS.....660083	6,000	22.18	2.33	19.29	7.10
HOME HEALTH AIDES.....660113	1,230	4.55	11.14	10.00	7.10
PHYSICAL & CORRECTIVE THERAPY ASSISTANTS & AIDES.....660173	140	0.52	32.63	7.86	9.20
OCCUPATIONAL THERAPY ASSISTANTS & AIDES.....660213	30	0.11	41.50	2.86	10.70
OTHER HEALTH SERVICE.....660993	360	1.33	N.A.	N.A.	8.60
MAIDS & HOUSEKEEPING CLEANERS.....670023	1,000	3.70	8.18	27.14	6.10
JANITORS & CLEANERS.....670053	190	0.70	19.55	15.00	6.40
PERSONAL AND HOME CARE AIDES.....680353	80	0.30	15.19	4.29	7.00
CHILD CARE WORKERS.....680383	70	0.26	45.59	4.29	6.90
ALL OTHER SERVICE WORKERS.....699993	80	0.30	N.A.	N.A.	8.50
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	20	0.07	N.A.	N.A.	5.80
GARDENERS & GROUNDSKEEPERS.....790303	20	0.07	49.38	2.86	5.80
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	690	2.55	N.A.	N.A.	8.60
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	30	0.11	N.A.	N.A.	10.90
MECHANICS, INSTALLERS & REPAIRERS.....850003	110	0.41	N.A.	N.A.	9.30
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	110	0.41	17.74	12.86	9.30
PRECISION WORKERS, NEC.....899003	230	0.85	N.A.	N.A.	11.50
PRECISION DENTAL LABORATORY TECHNICIANS.....899213	230	0.85	21.46	5.00	11.50
TEXTILE & RELATED SETTERS & OPERATORS.....927003	280	1.04	N.A.	N.A.	5.80
LAUNDRY & DRYCLEANING OPERATORS, EXCEPT PRESSING.....927263	280	1.04	11.92	12.86	5.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 80 HEALTH SERVICES, EX HOSPITALS

BENCHMARK EMPLOYMENT: 27,060

TOTAL NUMBER OF RESPONDENTS:

140

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
MOTOR VEHICLE OPERATORS.....971003	20	0.07	N.A.	N.A.	\$ 7.40
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	20	0.07	18.44	2.86	7.40
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	20	0.07	N.A.	N.A.	7.40

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

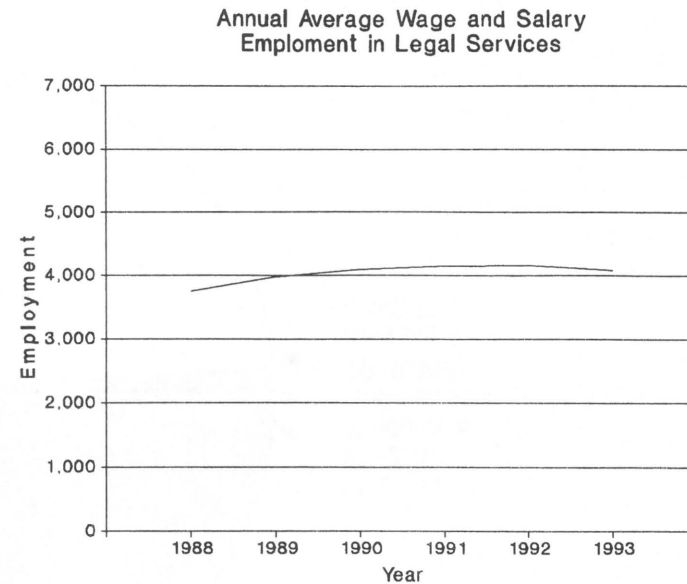
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Legal Services—SIC 81

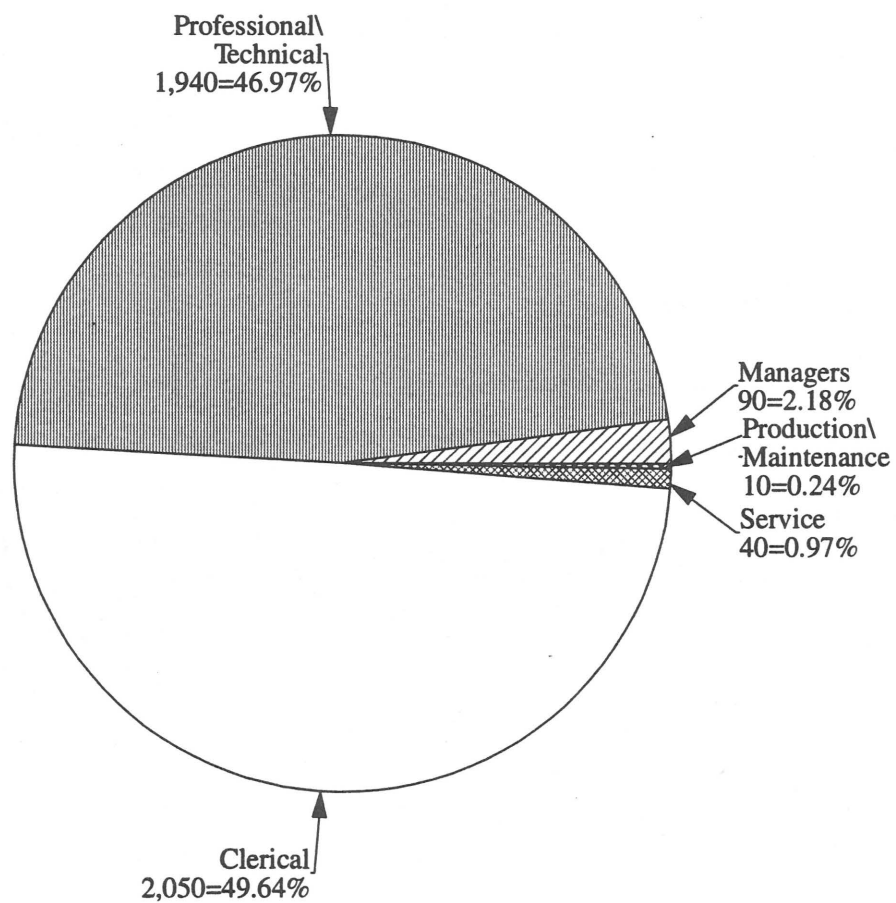
This major group includes establishments which are headed by members of the bar and are engaged in offering legal advice or legal services.

The annual average wage and salary employment in this industry has had a history of steady growth, increasing by 145 percent over the 12-year period from 1975 to 1987. Between 1988 and 1992, employment continued to grow adding 420 workers, or 11.2 percent. However, employment declined by 80 workers between 1992 and 1993, ending the period with 4,090 workers.

In 1993, total wages paid to employees in the legal services industry equaled \$145.5 million. The average annual wage per worker was \$35,608. This average wage was 12.3 percent higher than the \$31,704 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Legal Services



TOP 9 OCCUPATIONS BY ESTIMATED EMPLOYMENT
 MAINE
 SIC 81 LEGAL SERVICES
 TOTAL NUMBER OF RESPONDENTS: 43
 REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
LEGAL SECRETARIES.....551023	1,520	36.80	4.82	97.67
LAWYERS.....281083	1,380	33.41	2.44	93.02
PARALEGAL PERSONNEL.....283053	470	11.38	17.02	65.12
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	180	4.36	22.58	58.14
RECEPTIONISTS & INFORMATIO CLERKS.....553053	150	3.63	23.79	55.81
GENERAL OFFICE CLERKS.....553473	70	1.69	45.08	23.26
GENERAL MANAGERS & TO EXECUTIVES.....190053	60	1.45	33.51	32.56
FILE CLERKS.....553213	40	0.97	42.82	13.95
LIBRARIANS, PROFESSIONAL.....315023	30	0.73	47.57	20.93
TOTAL	3,900	94.43		

TOP 11 OCCUPATIONS BY FIRMS REPORTING
 MAINE
 SIC 81 LEGAL SERVICES
 TOTAL NUMBER OF RESPONDENTS: 43
 REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
LEGAL SECRETARIES.....551023	1,520	36.80	4.82	97.67
LAWYERS.....281083	1,380	33.41	2.44	93.02
PARALEGAL PERSONNEL.....283053	470	11.38	17.02	65.12
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	180	4.36	22.58	58.14
RECEPTIONISTS & INFORMATIO CLERKS.....553053	150	3.63	23.79	55.81
GENERAL MANAGERS & TO EXECUTIVES.....190053	60	1.45	33.51	32.56
GENERAL OFFICE CLERKS.....553473	70	1.69	45.08	23.26
LIBRARIANS, PROFESSIONAL.....315023	30	0.73	47.57	20.93
FINANCIAL MANAGERS.....130023	20	0.48	16.67	18.60
TYPISTS, INCLUDING WORD PROCESSING.....553073	20	0.48	29.35	13.95
FILE CLERKS.....553213	40	0.97	42.82	13.95

MAINE

SIC 81 LEGAL SERVICES

BENCHMARK EMPLOYMENT: 4,110

TOTAL NUMBER OF RESPONDENTS:

43

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	4,130	100.00	N.A.	N.A.	\$18.10
MANAGERIAL & ADMINISTRATIVE.....100003	90	2.18	N.A.	N.A.	30.30
FINANCIAL MANAGERS.....130023	20	0.48	16.67	18.60	23.90
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	10	0.24	35.36	6.98	18.00
GENERAL MANAGERS & TOP EXECUTIVES.....190053	60	1.45	33.51	32.56	33.60
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	1,940	46.97	N.A.	N.A.	25.80
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	10	0.24	N.A.	N.A.	12.70
ACCOUNTANTS & AUDITORS.....211143	10	0.24	47.24	11.63	12.70
COMPUTER SCIENTISTS & RELATED.....251003	10	0.24	N.A.	N.A.	15.70
OTHER COMPUTER SCIENTISTS & RELATED.....251993	10	0.24	N.A.	N.A.	15.70
LAWYERS & RELATED WORKERS.....281003	1,380	33.41	N.A.	N.A.	31.20
LAWYERS.....281083	1,380	33.41	2.44	93.02	31.20
LEGAL ASSISTANTS/TECHNICIANS.....283003	510	12.35	N.A.	N.A.	12.40
PARALEGAL PERSONNEL.....283053	470	11.38	17.02	65.12	12.40
OTHER LEGAL ASSISTANTS & TECHNICIANS.....283993	40	0.97	N.A.	N.A.	12.90
LIBRARIANS, PROFESSIONAL.....315023	30	0.73	47.57	20.93	13.50
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	2,050	49.64	N.A.	N.A.	10.50
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....531993	20	0.48	N.A.	N.A.	14.00
LEGAL SECRETARIES.....551023	1,520	36.80	4.82	97.67	11.10
RECEPTIONISTS & INFORMATION CLERKS.....553053	150	3.63	23.79	55.81	8.30
TYPISTS, INCLUDING WORD PROCESSING.....553073	20	0.48	29.35	13.95	10.20
FILE CLERKS.....553213	40	0.97	42.82	13.95	6.60
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	180	4.36	22.58	58.14	10.50
GENERAL OFFICE CLERKS.....553473	70	1.69	45.08	23.26	6.20
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	10	0.24	N.A.	N.A.	9.90
OTHER OFFICE MACHINE OPERATORS.....560993	10	0.24	N.A.	N.A.	9.90
OTHER COMMUNICATIONS EQUIPMENT OPERATORS.....571993	10	0.24	N.A.	N.A.	8.70
MESSENGERS.....573113	10	0.24	25.00	11.63	6.30
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	20	0.48	N.A.	N.A.	11.60
SERVICE OCCUPATIONS.....600003	40	0.97	N.A.	N.A.	4.80
ALL OTHER SERVICE WORKERS.....699993	40	0.97	N.A.	N.A.	4.80
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	10	0.24	N.A.	N.A.	7.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 81 LEGAL SERVICES

BENCHMARK EMPLOYMENT: 4,110

TOTAL NUMBER OF RESPONDENTS:

43

REFERENCE DATE : May 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
OTHER TRANSPORTATION, MATERIAL MOVING EQUIPMENT.....979993	10	0.24	N.A.	N.A.	\$ 7.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

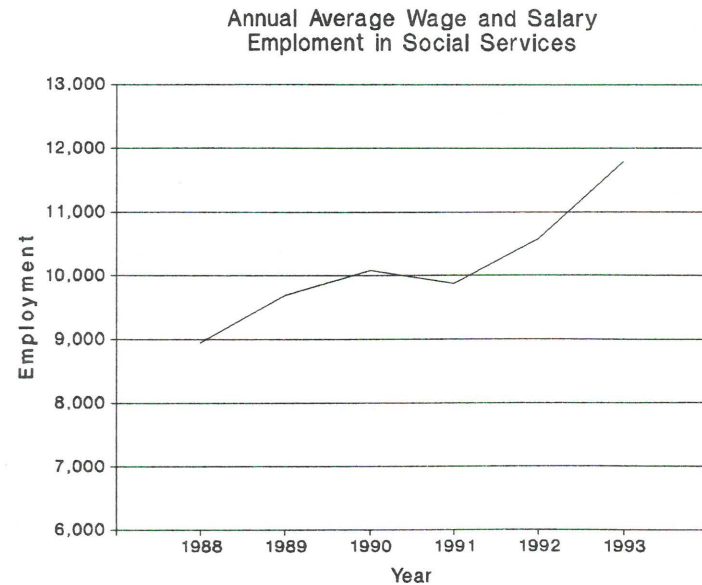
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Social Services–SIC 83

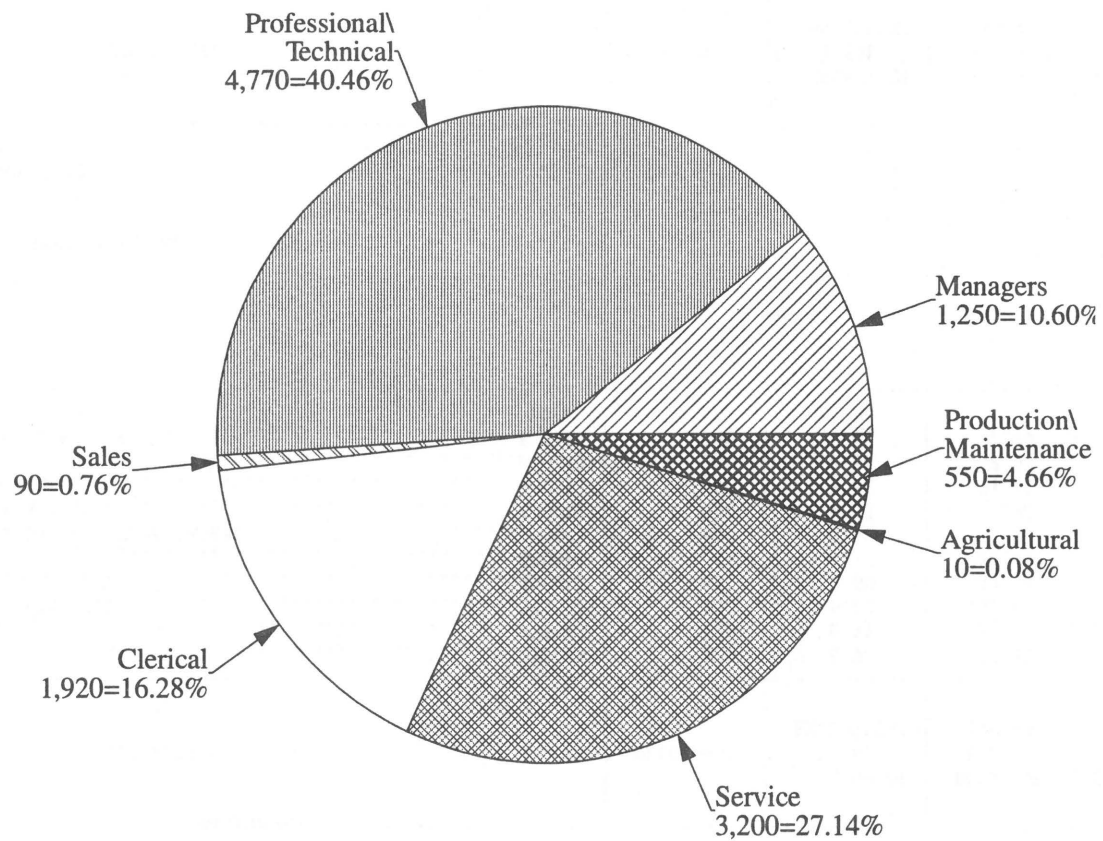
This major group includes establishment providing social services and rehabilitation services to those persons with social or personal problems requiring special services and to the handicapped and the disadvantaged.

The annual average wage and salary employment in this industry has shown employment growth in each of the last 18 years except between 1980 and 1982 when it experienced a decline of 5.6 percent, and between 1990 and 1991 when employment declined by 2.1 percent. Employment more than doubled from 4,080 workers in 1975 to 8,960 in 1988. Between 1988 and 1993 this industry added another 2,850 jobs, increasing employment by 31.8 percent, ending the period with 11,810 workers.

In 1993, total wages paid to employees in the social services industry equaled \$168.4 million. The average annual wage per worker was \$14,264. This average wage was 13.3 percent higher than the \$12,591 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Social Services



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 83 SOCIAL SERVICES

TOTAL NUMBER OF RESPONDENTS: 115

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
RESIDENTIAL COUNSELORS.....273073	820	6.96	18.45	17.39
HUMAN SERVICES WORKERS.....273083	720	6.11	21.76	25.22
TEACHERS' AIDES ASSISTANTS, CLERICAL.....539053	710	6.02	43.64	17.39
GENERAL MANAGERS & TO EXECUTIVES.....190053	660	5.60	11.58	67.83
CHILD CARE WORKERS.....680383	610	5.17	24.94	16.52
SOCIAL WORKERS, EXCEP MEDICAL & PSYCHIATRIC.....273053	540	4.58	25.07	33.04
NURSING AIDES, ORDERLIE & ATTENDANTS.....660083	510	4.33	15.98	10.43
PERSONAL AND HOME CARE AIDES.....680353	450	3.82	31.74	7.83
HOME HEALTH AIDES.....660113	340	2.88	42.03	3.48
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	310	2.63	7.99	46.09
TOTAL	5,670	48.09		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 83 SOCIAL SERVICES

TOTAL NUMBER OF RESPONDENTS: 115

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TO EXECUTIVES.....190053	660	5.60	11.58	67.83
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	310	2.63	7.99	46.09
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	230	1.95	13.38	40.87
FINANCIAL MANAGERS.....130023	110	0.93	23.39	34.78
SOCIAL WORKERS, EXCEP MEDICAL & PSYCHIATRIC.....273053	540	4.58	25.07	33.04
COOKS, INSTITUTION O CAFETERIA.....650283	220	1.87	17.27	27.83
RECEPTIONISTS & INFORMATIO CLERKS.....553053	100	0.85	20.72	26.09
HUMAN SERVICES WORKERS.....273083	720	6.11	21.76	25.22
GENERAL OFFICE CLERKS.....553473	210	1.78	17.07	24.35
JANITORS & CLEANERS.....670053	110	0.93	20.19	24.35

MAINE

SIC 83 SOCIAL SERVICES

BENCHMARK EMPLOYMENT: 11,770

TOTAL NUMBER OF RESPONDENTS:

115

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	11,790	100.00	N.A.	N.A.	\$ 8.90
MANAGERIAL & ADMINISTRATIVE.....100003	1,250	10.60	N.A.	N.A.	15.30
FINANCIAL MANAGERS.....130023	110	0.93	23.39	34.78	13.60
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	40	0.34	32.11	13.91	14.20
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	50	0.42	26.66	13.04	16.40
ADMINISTRATIVE MANAGERS.....130143	100	0.85	19.92	16.52	12.80
EDUCATION ADMINISTRATORS.....150053	30	0.25	24.78	11.30	19.20
HEALTH SERVICES MANAGERS.....150083	50	0.42	46.29	11.30	17.50
FOOD SERVICE/LODGING MANAGERS.....150263	40	0.34	26.67	11.30	10.10
GENERAL MANAGERS & TOP EXECUTIVES.....190053	660	5.60	11.58	67.83	16.00
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	170	1.44	N.A.	N.A.	14.70
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	4,770	40.46	N.A.	N.A.	9.70
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	70	0.59	N.A.	N.A.	11.80
ACCOUNTANTS & AUDITORS.....211143	60	0.51	22.56	14.78	11.40
OTHER FINANCIAL SPECIALISTS.....211993	10	0.08	N.A.	N.A.	14.10
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS.....215113	80	0.68	48.70	8.70	9.30
COMPLIANCE OFFICERS, EXCEPT CONSTRUCTION.....219113	10	0.08	20.41	3.48	17.60
ALL OTHER MANAGEMENT SUPPORT.....219993	70	0.59	N.A.	N.A.	11.80
COMPUTER SCIENTISTS & RELATED.....251003	10	0.08	N.A.	N.A.	11.50
OTHER COMPUTER SCIENTISTS & RELATED.....251993	10	0.08	N.A.	N.A.	11.50
SOCIAL SCIENTISTS, INCLUDING URBAN & REGIONAL PLANNERS.....271003	30	0.25	N.A.	N.A.	51.00
ALL OTHER SOCIAL SCIENTISTS.....271993	30	0.25	N.A.	N.A.	51.00
SOCIAL WORKERS, MEDICAL & PSYCHIATRIC.....273023	280	2.37	7.99	12.17	12.10
SOCIAL WORKERS, EXCEPT MEDICAL & PSYCHIATRIC.....273053	540	4.58	25.07	33.04	10.00
RESIDENTIAL COUNSELORS.....273073	820	6.96	18.45	17.39	7.70
HUMAN SERVICES WORKERS.....273083	720	6.11	21.76	25.22	8.60
RECREATION WORKERS.....273113	40	0.34	25.50	11.30	7.40
TEACHERS.....311003	10	0.08	N.A.	N.A.	47.80
OTHER POSTSECONDARY TEACHERS.....312993	10	0.08	N.A.	N.A.	47.80
INSTRUCTORS, VOCATIONAL.....313143	200	1.70	1.78	6.96	8.90
INSTRUCTORS, NON-VOCATIONAL.....313173	200	1.70	48.24	9.57	8.90
OTHER TEACHERS/INSTRUCTORS.....313993	910	7.72	N.A.	N.A.	8.00
VOCATION/EDUCATION COUNSELORS.....315143	140	1.19	39.08	9.57	9.80
INSTRUCTIONAL COORDINATORS.....315173	20	0.17	17.60	6.09	10.90

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 83 SOCIAL SERVICES

BENCHMARK EMPLOYMENT: 11,770

TOTAL NUMBER OF RESPONDENTS:

115

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
OTHER LIBRARIANS/ARCHIVISTS & CURATORS.....315993	10	0.08	N.A.	N.A.	\$ 6.80
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	560	4.75	N.A.	N.A.	12.90
OTHER HEALTH DIAGNOSING & TREATING PRACTITIONERS.....321993	30	0.25	N.A.	N.A.	37.80
PHYSICAL THERAPISTS.....323083	20	0.17	44.19	4.35	26.00
SPEECH PATHOLOGISTS & AUDIOLOGISTS.....323143	10	0.08	0.00	3.48	16.10
RECREATIONAL THERAPISTS.....323173	10	0.08	24.74	3.48	9.00
ALL OTHER THERAPISTS.....323993	60	0.51	N.A.	N.A.	11.50
REGISTERED NURSES.....325023	120	1.02	11.67	22.61	14.80
LICENSED PRACTICAL NURSES.....325053	100	0.85	14.04	12.17	9.90
DIETITIANS & NUTRITIONISTS.....325213	30	0.25	17.63	6.96	12.80
DIETETIC TECHNICIANS.....325233	20	0.17	0.00	4.35	7.90
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.....329993	160	1.36	N.A.	N.A.	9.30
PUBLIC RELATIONS SPECIALISTS & PUBLICITY WRITERS.....340083	20	0.17	18.16	10.43	10.00
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	30	0.25	N.A.	N.A.	10.50
SALES & RELATED OCCUPATIONS.....400003	90	0.76	N.A.	N.A.	6.80
ALL OTHER SALES & RELATED.....499993	90	0.76	N.A.	N.A.	6.80
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	1,920	16.28	N.A.	N.A.	7.50
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	120	1.02	12.51	21.74	10.70
WELFARE ELIGIBILITY WORKERS & INTERVIEWERS.....535023	40	0.34	6.78	6.09	7.70
TEACHERS' AIDES & ASSISTANTS, CLERICAL.....539053	710	6.02	43.64	17.39	6.20
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	310	2.63	7.99	46.09	8.20
RECEPTIONISTS & INFORMATION CLERKS.....553053	100	0.85	20.72	26.09	6.90
TYPISTS, INCLUDING WORD PROCESSING.....553073	40	0.34	13.15	6.09	7.70
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	230	1.95	13.38	40.87	8.80
PAYROLL & TIMEKEEPING CLERKS.....553413	10	0.08	0.00	6.09	11.00
BILLING, COST & RATE CLERKS.....553443	20	0.17	6.67	4.35	8.60
GENERAL OFFICE CLERKS.....553473	210	1.78	17.07	24.35	6.70
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	40	0.34	N.A.	N.A.	8.40
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT.....560113	10	0.08	20.00	5.22	9.20
DATA ENTRY KEYERS, EXCEPT COMPOSING.....560173	20	0.17	12.89	6.96	8.10
OTHER OFFICE MACHINE OPERATORS.....560993	10	0.08	N.A.	N.A.	8.00
SWITCHBOARD OPERATORS.....571023	10	0.08	0.00	4.35	7.90
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	20	0.17	N.A.	N.A.	7.80
DISPATCHERS, EXCEPT POLICE, FIRE & AMBULANCE.....580053	10	0.08	0.00	3.48	8.00
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	10	0.08	0.00	2.61	7.70

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 83 SOCIAL SERVICES

BENCHMARK EMPLOYMENT: 11,770

REFERENCE DATE : April 12, 1993

TOTAL NUMBER OF RESPONDENTS:

115

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	60	0.51	N.A.	N.A.	\$ 9.10
SERVICE OCCUPATIONS.....600003	3,200	27.14	N.A.	N.A.	6.50
HOUSEKEEPERS.....610083	10	0.08	15.97	5.22	7.30
OTHER SERVICE SUPERVISORS.....610993	150	1.27	N.A.	N.A.	7.70
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	490	4.16	N.A.	N.A.	6.10
WAITERS & WAITRESSES.....650083	60	0.51	9.78	2.61	5.10
DINING ROOM & CAFETERIA ATTENDANTS, BARTENDER HELP.....650143	40	0.34	34.01	4.35	5.60
COOKS, INSTITUTION OR CAFETERIA.....650283	220	1.87	17.27	27.83	6.60
FOOD PREPARATION WORKERS.....650383	130	1.10	24.77	14.78	5.60
OTHER FOOD SERVICE WORKERS.....650993	40	0.34	N.A.	N.A.	6.50
HEALTH SERVICE & RELATED.....660003	1,170	9.92	N.A.	N.A.	6.50
NURSING AIDES, ORDERLIES & ATTENDANTS.....660083	510	4.33	15.98	10.43	6.90
HOME HEALTH AIDES.....660113	340	2.88	42.03	3.48	6.30
PSYCHIATRIC AIDES.....660143	160	1.36	40.45	4.35	5.60
OTHER HEALTH SERVICE.....660993	160	1.36	N.A.	N.A.	6.70
MAIDS & HOUSEKEEPING CLEANERS.....670023	140	1.19	20.12	15.65	6.70
JANITORS & CLEANERS.....670053	110	0.93	20.19	24.35	6.00
OTHER CLEANING & BUILDING SERVICE WORKERS.....670993	20	0.17	N.A.	N.A.	7.90
PERSONAL AND HOME CARE AIDES.....680353	450	3.82	31.74	7.83	6.90
CHILD CARE WORKERS.....680383	610	5.17	24.94	16.52	6.30
ALL OTHER SERVICE WORKERS.....699993	50	0.42	N.A.	N.A.	7.10
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	10	0.08	N.A.	N.A.	8.60
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....799993	10	0.08	N.A.	N.A.	8.60
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	550	4.66	N.A.	N.A.	6.80
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	90	0.76	N.A.	N.A.	9.50
INSPECTORS & RELATED.....830003	10	0.08	N.A.	N.A.	9.20
MECHANICS, INSTALLERS & REPAIRERS.....850003	90	0.76	N.A.	N.A.	7.70
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	70	0.59	11.34	20.87	8.60
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	20	0.17	N.A.	N.A.	4.60
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	20	0.17	N.A.	N.A.	8.80
CARPENTERS.....871023	20	0.17	0.00	4.35	8.80
TEXTILE & RELATED SETTERS & OPERATORS.....927003	60	0.51	N.A.	N.A.	6.20
LAUNDRY & DRYCLEANING OPERATORS, EXCEPT PRESSING.....927263	60	0.51	41.79	5.22	6.20
MOTOR VEHICLE OPERATORS.....971003	140	1.19	N.A.	N.A.	6.50

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 83 SOCIAL SERVICES

BENCHMARK EMPLOYMENT: 11,770

TOTAL NUMBER OF RESPONDENTS:

115

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	50	0.42	31.56	5.22	\$ 6.20
BUS DRIVERS, EXCEPT SCHOOL.....971083	20	0.17	0.00	3.48	7.00
BUS DRIVERS, SCHOOL.....971113	40	0.34	18.07	2.61	6.30
TAXI DRIVERS & CHAUFFEURS.....971143	10	0.08	0.00	2.61	5.60
OTHER MOTOR VEHICLE OPERATORS.....971993	20	0.17	N.A.	N.A.	7.60
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	140	1.19	N.A.	N.A.	4.70
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	140	1.19	N.A.	N.A.	4.70

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

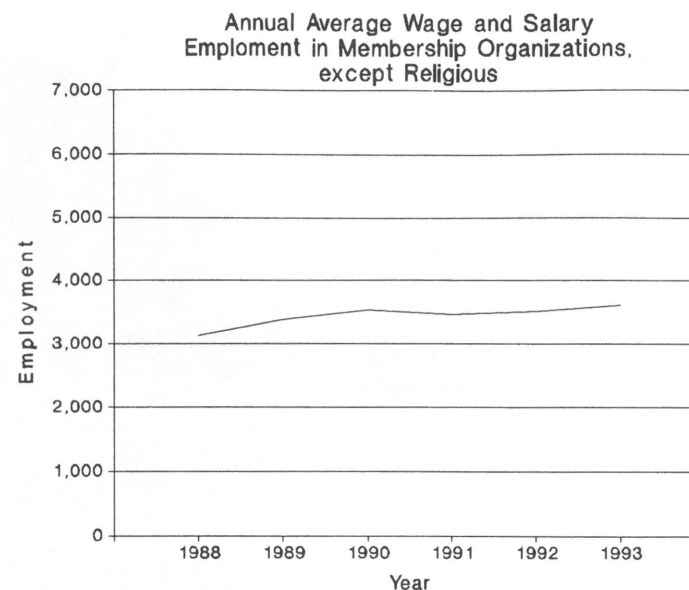
Data for confidential occupations has been combined with the appropriate "All Other" categories.

Membership Organizations, except Religious—SIC 86, except SIC 866

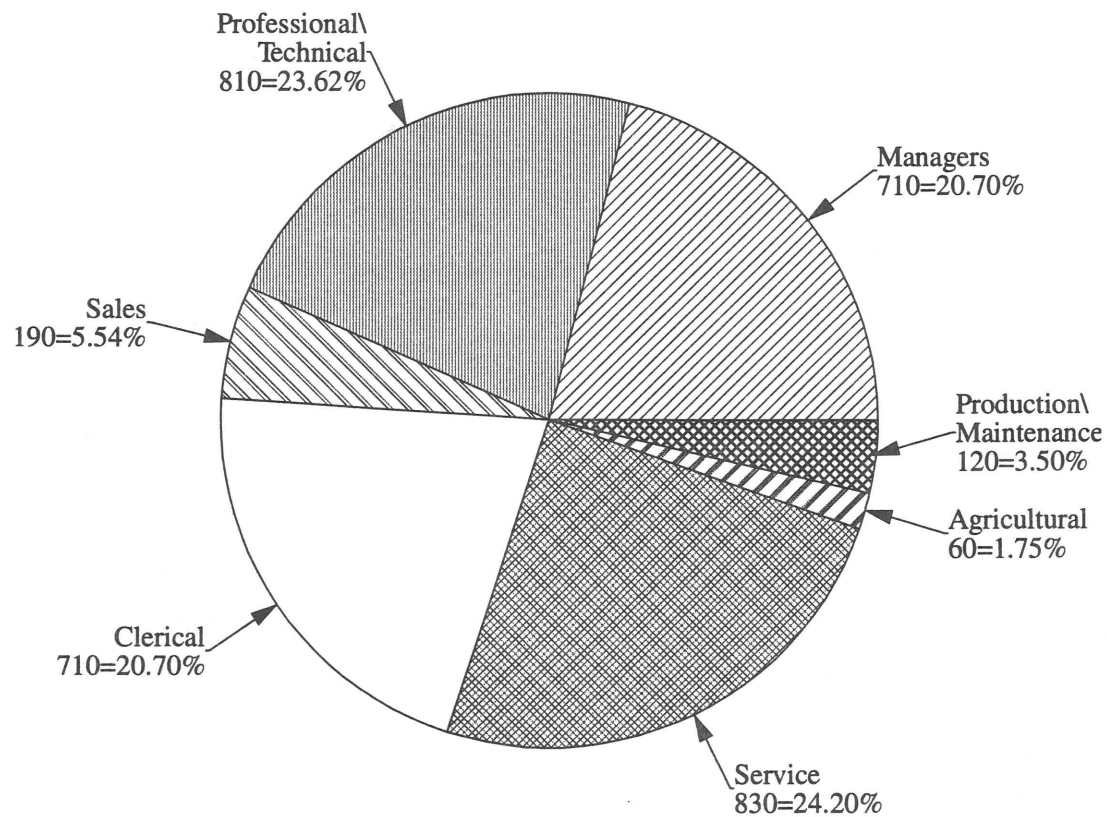
This major group includes organizations, other than religious organizations, operating on a membership basis for the promotion of the interests of the members, such as trade associations, professional membership organizations, labor unions and similar labor organizations, and political organizations.

The annual average wage and salary employment in this industry enjoyed strong growth between 1975 and 1980, increasing by 38.9 percent, or 7.8 percent annually. Then between 1980 and 1982 employment dropped by 6.8 percent. Recovery started slowly, with employment growing only 13.8 percent between 1982 and 1987. In recent years, employment has climbed by 480 workers, from 3,130 in 1988 to 3,610 workers in 1993, a 15.3 percent increase over the 5-year period.

In 1993, total wages paid to employees in membership organizations, other than religious, equaled \$44.9 million. The average annual wage per worker was \$12,421. This average wage was 8.0 percent higher than the \$11,502 annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Membership Organizations, except Religious



TOP 11 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 86 MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS

TOTAL NUMBER OF RESPONDENTS: 84

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
BARTENDERS.....650053	390	11.37	9.03	28.57
GENERAL MANAGERS & TOP EXECUTIVES.....190053	270	7.87	9.85	55.95
INSTRUCTORS & COACHES, SPORTS & PHYSICAL TRAINING.....313213	210	6.12	0.00	14.29
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	200	5.83	12.21	39.29
JANITORS & CLEANERS.....670053	160	4.66	11.78	39.29
RECREATION WORKERS.....273113	150	4.37	2.87	15.48
ADMINISTRATIVE MANAGERS.....130143	140	4.08	11.99	25.00
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS.....215113	140	4.08	22.62	9.52
FINANCIAL MANAGERS.....130023	130	3.79	13.14	38.10
TRAVEL CLERKS.....538023	110	3.21	49.52	3.57
BOOKKEEPING, ACCOUNTING, AUDITING CLERKS.....553383	110	3.21	15.95	38.10
TOTAL	2,010	58.60		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 86 MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS

TOTAL NUMBER OF RESPONDENTS: 84

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TOP EXECUTIVES.....190053	270	7.87	9.85	55.95
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	200	5.83	12.21	39.29
JANITORS & CLEANERS.....670053	160	4.66	11.78	39.29
FINANCIAL MANAGERS.....130023	130	3.79	13.14	38.10
BOOKKEEPING, ACCOUNTING, AUDITING CLERKS.....553383	110	3.21	15.95	38.10
BARTENDERS.....650053	390	11.37	9.03	28.57
RECEPTIONISTS & INFORMATION CLERKS.....553053	80	2.33	8.59	26.19
ADMINISTRATIVE MANAGERS.....130143	140	4.08	11.99	25.00
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	60	1.75	18.00	21.43
GENERAL OFFICE CLERKS.....553473	80	2.33	27.49	20.24

MAINE

SIC 86 MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS
 BENCHMARK EMPLOYMENT: 3,420 TOTAL NUMBER OF RESPONDENTS:
 REFERENCE DATE : April 12, 1993

84

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	3,430	100.00	N.A.	N.A.	\$ 9.90
MANAGERIAL & ADMINISTRATIVE.....100003	710	20.70	N.A.	N.A.	16.20
FINANCIAL MANAGERS.....130023	130	3.79	13.14	38.10	11.10
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	60	1.75	47.26	9.52	24.90
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	40	1.17	25.92	15.48	16.20
ADMINISTRATIVE MANAGERS.....130143	140	4.08	11.99	25.00	12.30
EDUCATION ADMINISTRATORS.....150053	20	0.58	37.50	8.33	17.40
FOOD SERVICE/LODGING MANAGERS.....150263	10	0.29	43.30	4.76	6.60
GENERAL MANAGERS & TOP EXECUTIVES.....190053	270	7.87	9.85	55.95	19.40
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	40	1.17	N.A.	N.A.	15.10
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	810	23.62	N.A.	N.A.	9.40
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	30	0.87	N.A.	N.A.	9.60
ACCOUNTANTS & AUDITORS.....211143	30	0.87	49.61	8.33	9.60
PERSONNEL, TRAINING & LABOR RELATIONS SPECIALISTS.....215113	140	4.08	22.62	9.52	15.60
ALL OTHER MANAGEMENT SUPPORT.....219993	20	0.58	N.A.	N.A.	8.50
RECREATION WORKERS.....273113	150	4.37	2.87	15.48	6.20
OTHER SOCIAL SCIENCE & RELATED.....273993	50	1.46	N.A.	N.A.	8.00
LAWYERS & RELATED WORKERS.....281003	50	1.46	N.A.	N.A.	20.60
LAWYERS.....281083	50	1.46	40.20	8.33	20.60
TEACHERS, PRESCHOOL & KINDERGARTEN.....313023	60	1.75	0.00	4.76	5.90
INSTRUCTORS & COACHES, SPORTS & PHYSICAL TRAINING.....313213	210	6.12	0.00	14.29	6.40
OTHER TEACHERS/INSTRUCTORS.....313993	40	1.17	N.A.	N.A.	7.90
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	10	0.29	N.A.	N.A.	11.10
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.....329993	10	0.29	N.A.	N.A.	11.10
WRITERS & EDITORS.....340023	20	0.58	38.30	5.95	9.30
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	30	0.87	N.A.	N.A.	12.10
SALES & RELATED OCCUPATIONS.....400003	190	5.54	N.A.	N.A.	11.30
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	50	1.46	24.11	9.52	11.10
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	60	1.75	N.A.	N.A.	8.50
TRAVEL AGENTS.....430213	60	1.75	10.04	3.57	8.50
ALL OTHER SALES & RELATED.....499993	80	2.33	N.A.	N.A.	13.50
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	710	20.70	N.A.	N.A.	8.50

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 86 MEMBERSHIP ORGANIZATIONS, EXCEPT RELIGIOUS

BENCHMARK EMPLOYMENT: 3,420

TOTAL NUMBER OF RESPONDENTS:

84

REFERENCE DATE : April 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	60	1.75	18.00	21.43	\$11.80
TRAVEL CLERKS.....538023	110	3.21	49.52	3.57	7.00
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	200	5.83	12.21	39.29	9.90
RECEPTIONISTS & INFORMATION CLERKS.....553053	80	2.33	8.59	26.19	6.30
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	110	3.21	15.95	38.10	8.00
GENERAL OFFICE CLERKS.....553473	80	2.33	27.49	20.24	8.00
SWITCHBOARD OPERATORS.....571023	20	0.58	31.13	4.76	7.60
MAIL CLERKS, EXCEPT MACHINE OPERATORS.....573023	10	0.29	44.10	3.57	9.00
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	10	0.29	N.A.	N.A.	7.80
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	10	0.29	N.A.	N.A.	7.80
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	30	0.87	N.A.	N.A.	8.90
SERVICE OCCUPATIONS.....600003	830	24.20	N.A.	N.A.	6.10
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	540	15.74	N.A.	N.A.	6.20
BARTENDERS.....650053	390	11.37	9.03	28.57	6.00
WAITERS & WAITRESSES.....650083	80	2.33	10.42	9.52	5.90
COOKS, INSTITUTION OR CAFETERIA.....650283	20	0.58	25.24	7.14	8.60
OTHER FOOD SERVICE WORKERS.....650993	50	1.46	N.A.	N.A.	7.80
MAIDS & HOUSEKEEPING CLEANERS.....670023	10	0.29	31.72	4.76	5.60
JANITORS & CLEANERS.....670053	160	4.66	11.78	39.29	5.70
CHILD CARE WORKERS.....680383	90	2.62	0.00	10.71	6.10
OTHER PERSONAL SERVICE.....680993	20	0.58	N.A.	N.A.	6.20
ALL OTHER SERVICE WORKERS.....699993	10	0.29	N.A.	N.A.	5.80
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	60	1.75	N.A.	N.A.	6.20
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....799993	60	1.75	N.A.	N.A.	6.20
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	120	3.50	N.A.	N.A.	8.90
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...810003	20	0.58	N.A.	N.A.	13.20
MECHANICS, INSTALLERS & REPAIRERS.....850003	20	0.58	N.A.	N.A.	7.50
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	20	0.58	22.84	9.52	7.50
PRECISION PRODUCTION OCCUPATIONS.....890003	10	0.29	N.A.	N.A.	7.80
MOTOR VEHICLE OPERATORS.....971003	20	0.58	N.A.	N.A.	10.70
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	20	0.58	17.64	3.57	10.70
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	50	1.46	N.A.	N.A.	7.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

Engineering, Accounting, Research, Management, and Related Services—SIC 87

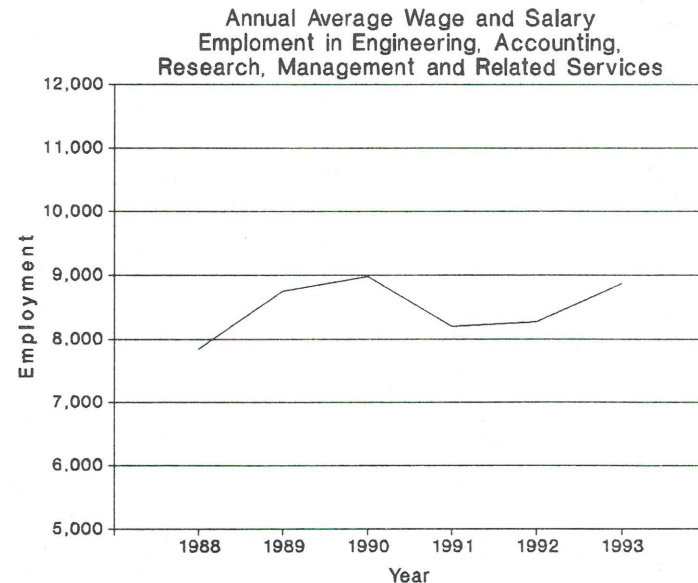
This major group includes establishments primarily engaged in providing engineering, architectural, and surveying services; accounting, auditing, and bookkeeping services; research, development, and testing services; and management and public relations services.

The annual average wage and salary employment in this industry increased by 14.5 percent from 1988 to 1990, but then fell 8.8 percent from 1990 to 1991. Employment then increased by 8.3 percent between 1991 and 1993, ending the period with 8,880 workers. This is over the 1988 employment level, but slightly under the 1990 level.

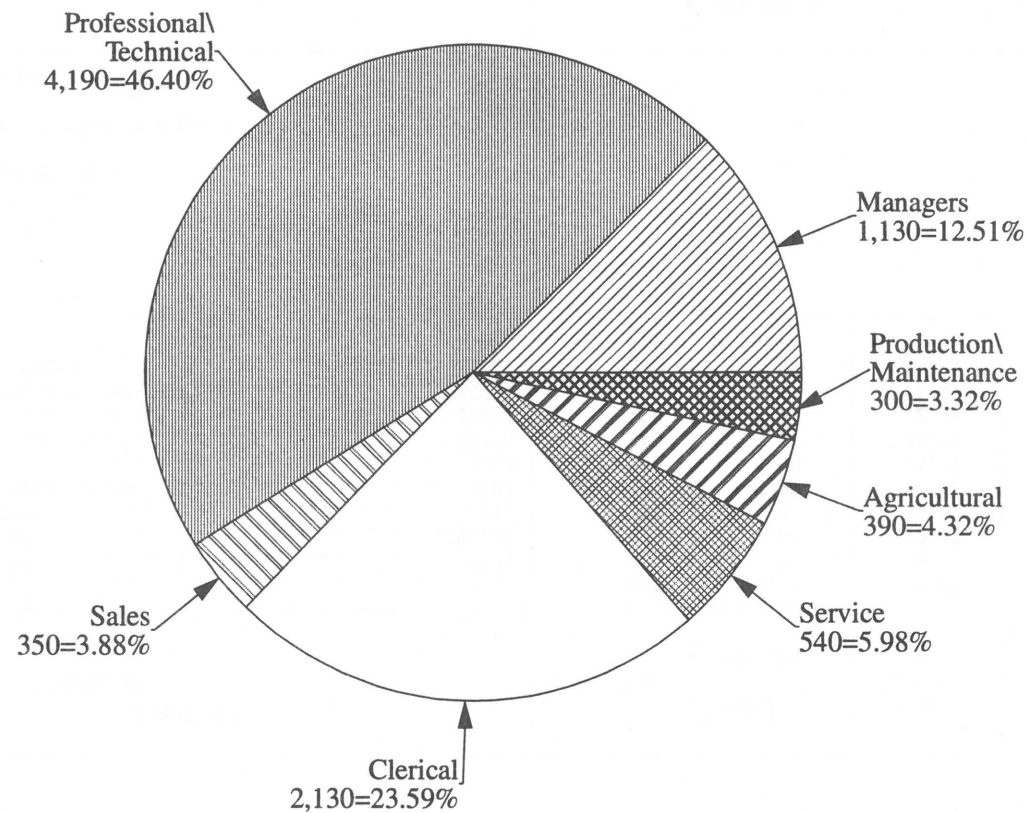
This was a new industrial classification created by the 1987 edition of the Standard Industrial Classification Manual, and cannot easily be compared with historical employment data prior to 1988.

In 1993, total wages paid to employees in the engineering, accounting, research, management, and related services industry equaled \$272.2 million. The average annual wage per worker was \$30,672. This average wage was 8.8 percent higher than the \$28,203

annual average wage for this industry's workers in 1990.



Annual Average Wage and Salary Employment
by Major Occupational Categories
in Engineering, Accounting, Research,
Management and Related Services



TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

MAINE

SIC 87 ENGINEERING AND MANAGEMENT SERVICES

TOTAL NUMBER OF RESPONDENTS: 116

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
ACCOUNTANTS & AUDITORS.....211143	840	9.30	9.70	25.86
GENERAL MANAGERS & TO EXECUTIVES.....190053	420	4.65	8.85	50.86
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	420	4.65	10.13	45.69
CIVIL ENGINEERS, INCLUDIN TRAFFIC.....221213	380	4.21	14.58	20.69
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	360	3.99	15.07	42.24
DRAFTERS.....225143	350	3.88	16.25	27.59
ANIMAL CARETAKERS.....790173	340	3.77	28.59	3.45
GENERAL OFFICE CLERKS.....553473	290	3.21	12.38	37.93
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	270	2.99	17.49	31.90
ARCHITECTS, EXCEPT LANDSCAP & MARINE.....223023	260	2.88	33.24	13.79
TOTAL	3,930	43.67		

TOP 10 OCCUPATIONS BY FIRMS REPORTING

MAINE

SIC 87 ENGINEERING AND MANAGEMENT SERVICES

TOTAL NUMBER OF RESPONDENTS: 116

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)
GENERAL MANAGERS & TO EXECUTIVES.....190053	420	4.65	8.85	50.86
SECRETARIES, EXCEPT LEGA & MEDICAL.....551083	420	4.65	10.13	45.69
BOOKKEEPING, ACCOUNTING AUDITING CLERKS.....553383	360	3.99	15.07	42.24
GENERAL OFFICE CLERKS.....553473	290	3.21	12.38	37.93
FIRST LINE SUPERVISORS CLERICAL & ADMINISTRATIVE.....510023	270	2.99	17.49	31.90
DRAFTERS.....225143	350	3.88	16.25	27.59
FINANCIAL MANAGERS.....130023	150	1.66	23.96	25.86
ACCOUNTANTS & AUDITORS.....211143	840	9.30	9.70	25.86
RECEPTIONISTS & INFORMATIO CLERKS.....553053	180	1.99	11.66	24.14
ADMINISTRATIVE MANAGERS.....130143	120	1.33	21.77	20.69
CIVIL ENGINEERS, INCLUDIN TRAFFIC.....221213	380	4.21	14.58	20.69

MAINE

SIC 87 ENGINEERING AND MANAGEMENT SERVICES

BENCHMARK EMPLOYMENT: 9,000

TOTAL NUMBER OF RESPONDENTS:

116

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TOTAL.....000000	9,030	100.00	N.A.	N.A.	\$15.50
MANAGERIAL & ADMINISTRATIVE.....100003	1,130	12.51	N.A.	N.A.	26.20
FINANCIAL MANAGERS.....130023	150	1.66	23.96	25.86	22.10
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	50	0.55	39.98	8.62	21.40
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	40	0.44	29.36	10.34	21.80
ADMINISTRATIVE MANAGERS.....130143	120	1.33	21.77	20.69	17.10
ENGINEERING, MATHEMATICAL & NATURAL SCIENCES MANAGERS.....130173	110	1.22	15.45	12.93	30.90
CONSTRUCTION MANAGERS.....150173	40	0.44	37.16	5.17	15.50
GENERAL MANAGERS & TOP EXECUTIVES.....190053	420	4.65	8.85	50.86	35.30
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	200	2.21	N.A.	N.A.	17.10
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	4,190	46.40	N.A.	N.A.	18.40
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	980	10.85	N.A.	N.A.	19.30
TAX PREPARERS.....211113	130	1.44	32.41	6.03	15.70
ACCOUNTANTS & AUDITORS.....211143	840	9.30	9.70	25.86	19.90
OTHER FINANCIAL SPECIALISTS.....211993	10	0.11	N.A.	N.A.	15.40
COST ESTIMATORS.....219023	20	0.22	24.49	5.17	17.10
ALL OTHER MANAGEMENT SUPPORT.....219993	180	1.99	N.A.	N.A.	19.40
ENGINEERS.....221003	830	9.19	N.A.	N.A.	23.10
CHEMICAL ENGINEERS.....221143	20	0.22	13.27	3.45	23.50
CIVIL ENGINEERS, INCLUDING TRAFFIC.....221213	380	4.21	14.58	20.69	23.20
AGRICULTURAL ENGINEERS.....221233	10	0.11	45.51	2.59	18.00
ELECTRICAL & ELECTRONIC ENGINEERS.....221263	60	0.66	21.37	12.07	22.60
COMPUTER ENGINEERS.....221273	10	0.11	10.88	2.59	20.40
MECHANICAL ENGINEERS.....221353	160	1.77	31.44	11.21	19.80
ALL OTHER ENGINEERS.....221993	190	2.10	N.A.	N.A.	26.10
ARCHITECTS, EXCEPT LANDSCAPE & MARINE.....223023	260	2.88	33.24	13.79	20.10
SURVEYING & MAPPING SCIENTISTS.....223113	120	1.33	38.80	10.34	12.90
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	720	7.97	N.A.	N.A.	12.40
CIVIL ENGINEERING TECHNICIANS & TECHNOLOGISTS.....225023	170	1.88	32.55	8.62	11.50
ELECTRICAL/ELECTRONIC TECHNICIANS & TECHNOLOGISTS.....225053	50	0.55	45.12	6.90	15.20
DRAFTERS.....225143	350	3.88	16.25	27.59	12.80
SURVEYING & MAPPING TECHNICIANS & TECHNOLOGISTS.....225213	80	0.89	47.39	6.90	10.10
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	70	0.78	N.A.	N.A.	13.00
PHYSICAL SCIENTISTS.....241003	330	3.65	N.A.	N.A.	19.90

N.A. - not available or not calculated

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Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 87 ENGINEERING AND MANAGEMENT SERVICES

BENCHMARK EMPLOYMENT: 9,000

TOTAL NUMBER OF RESPONDENTS:

116

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
CHEMISTS, EXCEPT BIOCHEMISTS.....241053	120	1.33	40.99	2.59	\$17.10
GEOLOGISTS, GEOPHYSICISTS & OCEANOGRAPHERS.....241113	70	0.78	11.86	5.17	20.90
ALL OTHER PHYSICAL SCIENTISTS.....241993	140	1.55	N.A.	N.A.	21.70
LIFE SCIENTISTS.....243003	190	2.10	N.A.	N.A.	20.20
BIOLOGICAL SCIENTISTS.....243083	170	1.88	11.74	4.31	18.90
ALL OTHER LIFE SCIENTISTS.....243993	20	0.22	N.A.	N.A.	31.60
PHYSICAL & LIFE SCIENCE TECHNICIANS & TECHNOLOGISTS.....245003	70	0.78	N.A.	N.A.	10.10
BIOLOGICAL/AGRICULTURAL/FOOD TECHNICIANS & TECHNOLOGISTS.....245023	50	0.55	15.38	3.45	10.10
CHEMICAL TECHNICIANS & TECHNOLOGISTS, EXCEPT HEALTH.....245053	20	0.22	45.92	2.59	9.90
COMPUTER SCIENTISTS & RELATED.....251003	90	1.00	N.A.	N.A.	14.60
SYSTEMS ANALYSTS.....251023	40	0.44	11.18	6.90	15.80
COMPUTER PROGRAMMERS.....251053	30	0.33	15.80	6.90	17.50
OTHER COMPUTER SCIENTISTS & RELATED.....251993	20	0.22	N.A.	N.A.	9.00
SOCIAL SCIENTISTS, INCLUDING URBAN & REGIONAL PLANNERS.....271003	80	0.89	N.A.	N.A.	15.00
ALL OTHER SOCIAL SCIENTISTS.....271993	80	0.89	N.A.	N.A.	15.00
OTHER TEACHERS/INSTRUCTORS.....313993	10	0.11	N.A.	N.A.	18.10
OTHER LIBRARIANS/ARCHIVISTS & CURATORS.....315993	10	0.11	N.A.	N.A.	16.00
HEALTH PRACTITIONERS, TECHNICIANS & TECHNOLOGISTS.....320003	190	2.10	N.A.	N.A.	20.60
REGISTERED NURSES.....325023	20	0.22	34.36	3.45	16.30
MEDICAL & CLINICAL LABORATORY TECHNOLOGISTS.....329023	40	0.44	6.28	2.59	14.50
OTHER HEALTH PROFESSIONALS, PARAPROFESSIONALS/TECHNICIANS.....329993	130	1.44	N.A.	N.A.	23.30
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....399993	110	1.22	N.A.	N.A.	15.00
SALES & RELATED OCCUPATIONS.....400003	350	3.88	N.A.	N.A.	10.30
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	30	0.33	33.31	6.03	13.50
SALES REPRESENTATIVES & SALESPERSONS, SERVICES.....430003	40	0.44	N.A.	N.A.	17.30
OTHER SALES REPRESENTATIVES & SALESPERSONS, SERVICE.....430993	40	0.44	N.A.	N.A.	17.30
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES.....490053	20	0.22	9.52	5.17	20.10
NEWS, STREET VENDORS & PHONE SOLICITORS.....490263	120	1.33	46.54	4.31	5.90
ALL OTHER SALES & RELATED.....499993	140	1.55	N.A.	N.A.	10.30
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	2,130	23.59	N.A.	N.A.	9.10
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	270	2.99	17.49	31.90	11.50
BILL & ACCOUNT COLLECTORS.....535083	20	0.22	35.59	3.45	6.80
LIBRARY ASSISTANTS & BOOKMOBILE DRIVERS.....539023	10	0.11	33.33	2.59	8.30
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	420	4.65	10.13	45.69	9.70
RECEPTIONISTS & INFORMATION CLERKS.....553053	180	1.99	11.66	24.14	7.10

N.A. - not available or not calculated

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MAINE

SIC 87 ENGINEERING AND MANAGEMENT SERVICES

BENCHMARK EMPLOYMENT: 9,000

TOTAL NUMBER OF RESPONDENTS:

116

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
TYPISTS, INCLUDING WORD PROCESSING.....553073	70	0.78	21.29	14.66	\$10.00
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	360	3.99	15.07	42.24	9.20
PAYROLL & TIMEKEEPING CLERKS.....553413	20	0.22	20.33	9.48	9.20
GENERAL OFFICE CLERKS.....553473	290	3.21	12.38	37.93	8.20
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	330	3.65	N.A.	N.A.	8.30
MAIL MACHINE OPERATORS, PREPARATION & HANDLING.....560083	10	0.11	14.14	3.45	7.00
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT.....560113	70	0.78	16.82	6.90	10.40
DATA ENTRY KEYERS, EXCEPT COMPOSING.....560173	170	1.88	8.43	8.62	6.90
OTHER OFFICE MACHINE OPERATORS.....560993	80	0.89	N.A.	N.A.	9.60
SWITCHBOARD OPERATORS.....571023	20	0.22	21.52	5.17	7.70
OTHER MAIL & MESSAGE DISTRIBUTORS.....573993	40	0.44	N.A.	N.A.	5.20
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	10	0.11	N.A.	N.A.	10.30
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	10	0.11	N.A.	N.A.	10.30
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	90	1.00	N.A.	N.A.	9.00
SERVICE OCCUPATIONS.....600003	540	5.98	N.A.	N.A.	6.80
OTHER SERVICE SUPERVISORS.....610993	20	0.22	N.A.	N.A.	14.40
OTHER PROTECTIVE SERVICE.....630993	30	0.33	N.A.	N.A.	9.30
HEALTH SERVICE & RELATED.....660003	190	2.10	N.A.	N.A.	5.80
OTHER HEALTH SERVICE.....660993	190	2.10	N.A.	N.A.	5.80
MAIDS & HOUSEKEEPING CLEANERS.....670023	70	0.78	46.01	5.17	7.10
JANITORS & CLEANERS.....670053	20	0.22	20.00	6.03	7.90
ALL OTHER SERVICE WORKERS.....699993	210	2.33	N.A.	N.A.	6.50
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	390	4.32	N.A.	N.A.	7.90
ANIMAL CARETAKERS.....790173	340	3.77	28.59	3.45	7.70
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....799993	50	0.55	N.A.	N.A.	9.50
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	300	3.32	N.A.	N.A.	10.70
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	40	0.44	N.A.	N.A.	16.00
INSPECTORS & RELATED.....830003	10	0.11	N.A.	N.A.	14.60
OTHER INSPECTORS, TESTERS & RELATED WORKERS.....830993	10	0.11	N.A.	N.A.	14.60
MECHANICS, INSTALLERS & REPAIRERS.....850003	80	0.89	N.A.	N.A.	10.70
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	80	0.89	38.94	6.03	10.70
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	40	0.44	N.A.	N.A.	9.20
OTHER CARPENTRY & RELATED.....871993	20	0.22	N.A.	N.A.	8.90
OTHER PLUMBING & RELATED.....875993	20	0.22	N.A.	N.A.	9.40

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MAINE

SIC 87 ENGINEERING AND MANAGEMENT SERVICES

BENCHMARK EMPLOYMENT: 9,000

TOTAL NUMBER OF RESPONDENTS:

116

REFERENCE DATE : June 12, 1993

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	AVERAGE HOURLY WAGE
PRECISION METAL WORKERS.....891003	10	0.11	N.A.	N.A.	\$14.30
OTHER PRECISION METAL WORKERS.....891993	10	0.11	N.A.	N.A.	14.30
MOTOR VEHICLE OPERATORS.....971003	10	0.11	N.A.	N.A.	8.50
OTHER MOTOR VEHICLE OPERATORS.....971993	10	0.11	N.A.	N.A.	8.50
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	60	0.66	N.A.	N.A.	7.50
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	60	0.66	N.A.	N.A.	7.50
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	50	0.55	N.A.	N.A.	10.10

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

Notes About the Tables

Employment

As mandated by our confidentiality rule, if only one or two establishments reported a particular occupation, the employment for that occupation is not shown separately, but added to the appropriate "All Other" residual category. Also, if 50 percent or more of the employment for an occupation was reported by only one company, or if 75 percent or more of the employment was reported by only two firms, the estimate for this occupation will be rolled into the appropriate "All Other" category, and not be published separately unless authorization from the firm or firms is requested and received. The "Benchmark Employment" for each industry was based on the second quarter 1993 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law.

Employment and Percent of Total Employment

The detail in these columns may not add to totals due to rounding. Also, Total Employment may not equal Benchmark Employment due to rounding.

Relative Error (in%)

The relative error was computed only for specific occupations and not for residual categories nor the occupational groupings. Within an industry whose total response rate was 70 percent or better, occupational employment for an occupation with a relative error greater than 50 percent was not published separately but added to the residual category relevant to it. Within an industry whose total response rate was between 60 and 70 percent, occupational employment for an occupation with a relative error greater than 35 percent was not published separately but added to the residual category relevant to it. No occupational employment is published for an industry whose response rate was less than 60 percent. For an example of how the relative error is applied, see **Accuracy of Occupational Employment Data** in the Methodology.

Establishments Reporting the Occupations (%)

The percent of establishments reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

Abbreviations

SIC - Standard Industrial Classification, as defined in the 1987 edition of the *Standard Industrial Classification Manual*, prepared by the Executive Office of the President, Office of Management and Budget, Statistical Policy Division.

Industry Coverage

The following industries were included in our survey this year, but are not represented in this publication because this would have violated the confidentiality rule under which the data was collected, or because there was poor response from employers in that industry.

1. Mining, SIC 10 through 14
2. Nondepository Credit Institutions, SIC 61
3. Holding and Other Investment Offices, SIC 67
4. Business Services, SIC 73
5. Miscellaneous Repair Services, SIC 76
6. Museums, Art Galleries, and Botanical and Zoological Gardens, SIC 84
7. Services, Not Elsewhere Classified, SIC 89

Methodology

The Sample

The second quarter 1992 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law was used as the sampling frame for the Occupational Employment Statistics (OES) Program's survey of selected nonmanufacturing industries. This universe frame was stratified by three digit SIC (*Standard Industrial Classification*) codes and by six employment size classes: 1-9, 10-19, 20-49, 50-99, 100-249, and 250 and above. Establishments with 250 or more employees were included in the sample with certainty. Firms employing 5 to 249 employees, the non-certainty segment, were selected on a random basis in proportion to their share of total employment.

The universe for this survey consisted of 5,901 establishments each employing five or more employees, and a total of 134,314 persons (including employment in establishments employing less than five workers). Of these, the initial survey included 2,209 units, or 37.4 percent of the universe. These sample units employed 67,916 workers, accounting for 50.6 percent of total universe employment.

The Survey

The survey consisted of an initial mailing and two follow-up mailings to nonrespondents. In addition, many phone calls and personal visits were made to those employers whose responses were critical for valid estimates. After adjusting for firms that went out of business, firms that changed their industry classification out of manufacturing and for consolidations, the final sample consisted of 2,125 units employing 65,955 employees. Usable responses were received from 1,641 units, or 77.2 percent of the 2,125 sampled units. These usable responses represented 54,793 persons, or 83.1 percent of the total employment in the surveyed units.

The Screening, Editing, and Estimating Procedure

Each completed questionnaire returned was edited and screened both manually and mechanically for consistency and accuracy. The survey data was then expanded to total wage and salary employment for each detailed industry using a series of nonresponse adjustment factors, weights, and benchmark factors. This total wage and salary employment by industry was derived from the second quarter 1993 ES-202 report of Employment, Wages, and Contributions covered by the Maine Employment Security Law. Self-employed persons, and other persons or establishments not covered by the ES-202 report are not included in this Occupational Employment Statistics (OES) publication.

Accuracy of Occupational Employment Data

There are two types of errors which affect the accuracy of the estimates published here—sampling and nonsampling errors. Sampling error is a specific arithmetic measure of the precision of an estimate. It is the difference between the estimate computed from the sample data and the result that would be obtained if the same methods were used to collect identical information from the entire population.

or universe. The relative error entries listed in this report are the sampling errors of each occupation expressed as a percent of that occupational estimate. In other words, relative error means that the chances are two out of three (a 68 percent confidence level) that the results of a comparable full-scale data collection (the universe) using the same survey approach would not differ from the estimates published here by more than the percent error shown. The chances are 19 out of 20 (a 95 percent confidence level) that the results from the two methods of data collection (sample vs census) would not differ by more than twice the percent error shown. For example, it is estimated in this report that in April 1993 there were 280 medical and psychiatric social workers in the social services industry with a relative error of 8 percent. Thus, at a 68 percent confidence level, the results of a full-scale count of medical and psychiatric social workers in this industry would not differ from this estimate by more than 22 workers ($280 \times .08$). At a 95 percent confidence level, the universe count would not differ from the estimate by more than 16 percent of 280 or 49 workers.

Nonsampling errors result from external factors in a survey rather than from the fact that a sampling technique was used. Examples of these errors are: response refusals, response errors, processing errors, computational errors, etc. The possibility of these errors was recognized from the start of the survey and every effort was made to avoid them.

Other Occupational Staffing Patterns Publications

Publication Series Number	Industries Covered	Survey Date	Release Date
OES-47	Agricultural Services	May 1992	December 1993
OES-46	Hospitals	April 1992	December 1993
OES-45	Manufacturing	April/May/June 1992	December 1993
OES-44	Federal Government State Government Local Government	March 1992 May 1991 May 1991	December 1992 December 1992 December 1992
*OES-43	Educational Services	April 1991	December 1992
OES-42	Wholesale Trade Retail Trade Transportation Communications Electric, Gas, & Sanitary Services	April/May/June 1991	December 1992

* Does not include occupational wage data.

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